

# **DISTRIBUTION AND WAREHOUSING**



**The Business Paper of the Warehouse Industry**

Vol. 25, No. 4

243-249 West 39th St., New York, N. Y.

April, 1926

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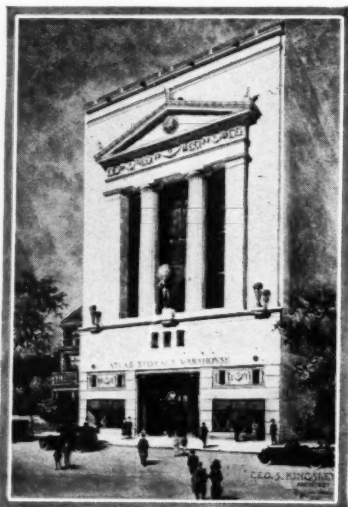
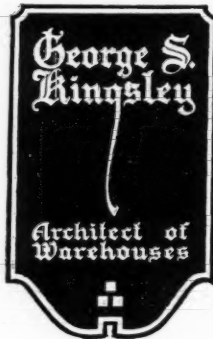
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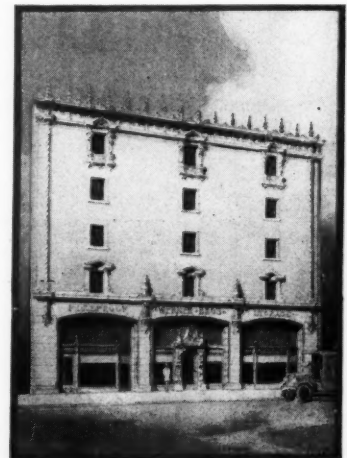
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# DISTRIBUTION AND WAREHOUSING

The Business Paper of the Warehouse Industry

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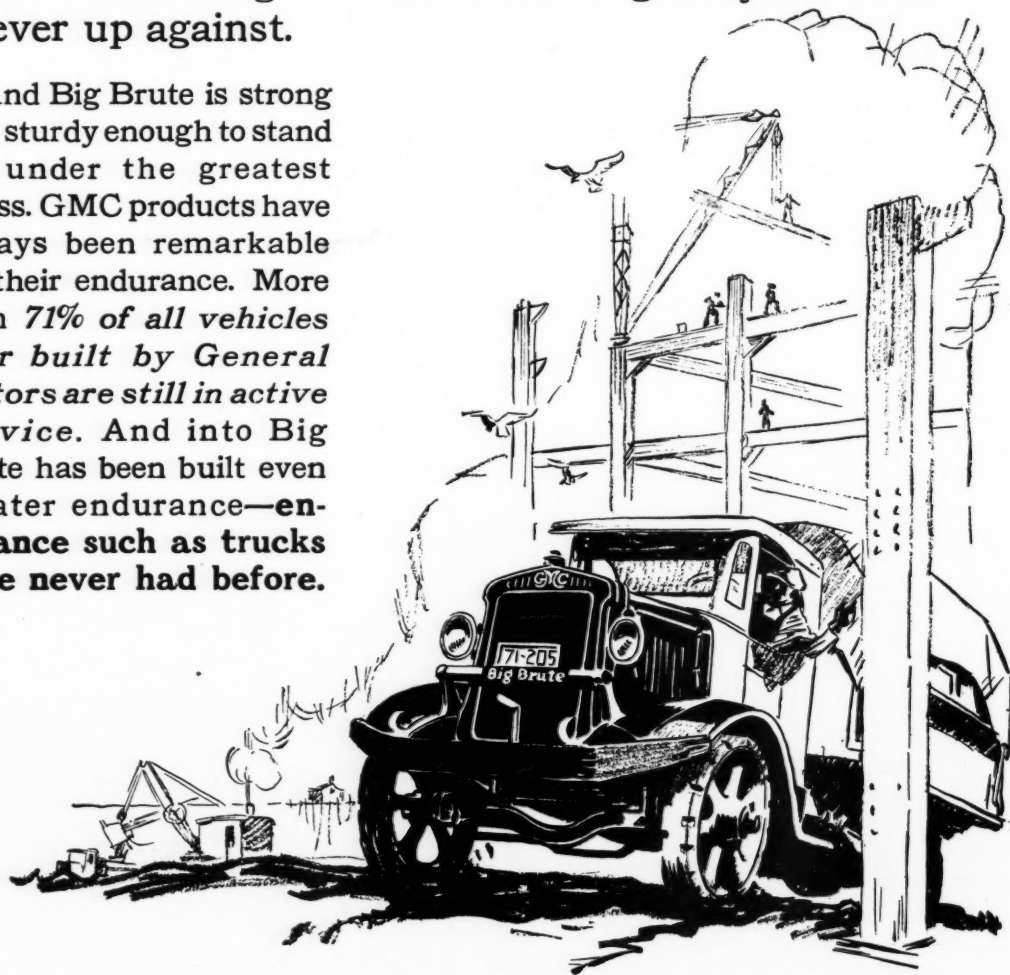
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# **DISTRIBUTION AND WAREHOUSING**



**The Business Paper of the Warehouse Industry**

Volume 25

NEW YORK, APRIL, 1926

No. 4

## **Would Exempt Household Goods from Motor Law's Provisions**

*How and Why National Association Is Opposing  
Federal Control of Interstate Truck Commerce*

**H**OUSEHOLD goods warehousing as an industry desires to be exempt from the operation of Senate Bill No. 1734 which, now before Congress, would regulate interstate commerce by motor vehicles. This is the stand taken by the National Furniture Warehousemen's Association through its special committee on national legislation, headed by T. Y. Leonard, Detroit, appointed at the National's Memphis convention in January by the association's president, E. B. Gould, San Diego, Cal.

The special committee at a meeting held in the Traffic Club in Chicago adopted a long resolution in which are analyzed those features of the proposed Federal law which adversely affect the furniture storage business with relation to motor truck operation. The resolution sets forth in detail why, in the committee's opinion, the industry should not be regulated under that law if enacted. And the committee recommended to the association's board of directors that a competent attorney be retained to present the National's case to the Congressional interstate commerce committee which has the bill under consideration.

Subsequently it was announced by Henry Reimers, Chicago, the association's executive secretary, that the National would be represented, at the interstate commerce committee's hearings in Washington, by several members of the committee, by counsel selected at the special committee's request, and by Mr. Reimers himself. The hearings were scheduled to begin late in March.

Here are some of the highlights of the resolution adopted by the special committee at its meeting in Chicago:

1. That carriers engaged exclusively in the removal and transportation of used household goods be specifically eliminated and exempted from the provisions of the proposed law.

2. That if the Congressional interstate commerce committee decides that carriers so engaged should be regulated along with other motor service, then they should be given a separate and distinct classification providing equitable regulation, and that warehousing in cooperation with other interests to be regulated should be allowed to initiate such form of regulation as would be desirable to their and the public interests.

3. That the framing of such regulation not be left in the hands of railroads, as has been the case in some of the States.

4. That if the Congressional interstate commerce committee decides that there should be regulation as proposed, then motor vehicle interests should be given at least one year in which properly to study the situation and prepare a suitable bill for presentation to Congress.

The committee in its resolution describes in detail the functions of household goods warehousing with respect to removals, vans, pads, trained employees, packing and crating, responsibility, lack of regular or fixed routes or ter-



minals, etc., in substantiation of the industry's claim that its operators are private carriers and should not come under the proposed bill in its present form. For all these various reasons, as set forth in the resolution, the committee says it feels that—

"Our service, distinctly private in nature, subject to special conditions and calling for special agreements, arrangements and transactions, should not be burdened with the same regulations which might apply to motor transportation of commodities in regular lines of trade and commerce."

In its analysis of the Senate bill the special committee contends, among other things, that warehousing would be required, if the bill became law, to do things which the railroads have never been asked to do, and the special committee holds also that some of the clauses in

the bill react favorably to the railroads. The provision with respect to taxation is held as perhaps confiscatory.

One point in the resolution comments on the lack of a clear definition of the meaning of the term "common carrier," and it is asked that this term be properly defined and its application to motor truck operation be determined, so that any bill which may be enacted shall be clear as to its jurisdiction.

All the arguments set down in the special committee's resolution will be placed before the Congressional interstate commerce committee. Members on the special committee with Mr. Leonard are P. J. Mills, Des Moines, Iowa; S. S. David, Chicago; Julian Gibson, St. Louis, and George Sebold, Elizabeth, N. J. The text of the resolution, which is signed also by Mr. Reimers, and by Ralph J. Wood, Chicago, the National's secretary, is as follows:

"**W**HEREAS, a proposed bill, No. S.

1734, to regulate interstate commerce by motor vehicles, presented to Congress and referred to the committee on interstate commerce, does apparently, in its classification of motor carriers to be regulated, include therein, under the so-called classification of Class B Motor Carriers (Section 2), members of our association who may contract for the removal of household goods from one locality to another, providing such removals be across the border line of any State or territory in the United States, the District of Columbia or to a foreign country, even though the removals may be to an adjacent city, it is believed, in order that an apparently unintentional burden of regulation shall not be forced on the members of this association, that our position should be stated to the committee on interstate commerce and other Congressmen, and that the attention of our various affiliated associations be directed to the need of their active cooperation in opposing the enactment of the bill in its present form, or in any form unless such form specifically excludes the removers of household goods from the onerous duties of a common carrier, or provides equitable and fair regulation; and,

"Whereas, the committee has made a careful study of such proposed bill as to its possible jurisdiction over Class B operators, and does specifically state wherein it considers bill objectionable from the point of view of the warehouseman, as follows:

"Administration of Act: Section 4 (B) provides, 'No Class B carrier shall hereafter engage in the transportation as a common carrier. . . without having first obtained. . . a certificate declaring that the public convenience and necessity require such operation.' This automatically puts out of business and destroys the property values of present operators of such motor carriers now engaged in interstate commerce. No Act regulating railroads ever, upon becoming a law, estopped an operating railroad from doing business. This provision is confiscatory and unfair to all existing motor transportation agencies which may be included in such classification.

"Applications: Section 5 (2) provides that Class B carriers must give principal

place of business and localities or districts in which it is desired to operate. The movement of household goods and emigrant movables cannot be restricted to specific locations, as there are no set routes or destinations.

"Section 5 (4) provides for a 'statement of assets and liabilities.' If such statement be used or available at public hearings, this gives competitors information they should not have.

"Section 5 (5) provides 'any other or additional information.' It is believed, in order that there may be no doubts, conditions and requirements should be specifically stated.

"Section 5 (5B) provides that a fee must be paid on each motor vehicle placed in operation, but does not make plain whether or not such fee is to be renewed periodically. The matter of fee, if other than nominal, is apt to work a hardship in cases where motor vehicles might be added for a short period of time and then taken off for an indefinite period. On the other hand, if the initial fee is for an indefinite period, this will not provide sufficient funds, if so intended, to administer and enforce the Act as provided for under Section 18.

#### **Equitable Charge Urged**

"In this connection it is believed that certificates should not be restricted to any set number or description of motor vehicles, but that the company or business should be given a certificate to operate such vehicles as it may find necessary for the proper conduct of its business and satisfactory service to the public, such certificate to extend indefinitely or until revoked for good cause, and that there should be an annual charge for the continuance of certificate, such charge, however, not to be arbitrarily fixed but assessed on some equitable basis that shall give due consideration to extent and volume of business of the certificate holder.

"A certificate holder should not be unduly hampered in the conduct and development of its enterprise, as is the apparent intent in delegating power to Boards or Commissions to limit the number of vehicles that certificate holder may operate. Such limitation is an unwarranted and unnatural check on the development of motor transportation, as

well as business initiative. It is, however, recognized that the Boards or Commissions should have power to order certificate holder to provide adequate service, such as is done with railroads.

"Section 5 (C and D) is apt to prove a burden of expense to small operators.

"Hearing on Applications: Section 6 (6) Consideration in granting certificates. Includes 'and to the effect which such service may have upon any other transportation agency.' This clause is very apt to react unduly favorably to railroads or to other existing means of transportation other than motor. Power is also given to limit the flexibility of the motor truck, which is its greatest asset. (See comments Section 5 (5B).

"Decision and Certificate: Section 7 (D) In view of trouble and expense incident to obtaining a certificate, heirs should be permitted to transfer certificates to responsible purchaser of a business. Heirs may not always desire to continue operation of business and, therefore, an estate should receive some benefit from the expense and efforts of the deceased. Too, the certificate may constitute a vital part of the good-will of the business, particularly if the certificate is the very basis of operations, without which the business must cease operations.

"Transfer of Certificates—Additional Motor Vehicles: Section 8 requires additional or new certificate for each truck added, also certificate of approval for reducing the number of vehicles on which certificates theretofore had been granted—limiting the use of emergency vehicles to 48 hours. This curtails flexibility of operations and puts undesirable restrictions upon business initiative.

"The railroads are not required to ask permission to add a box car in any specified operating district, or to obtain permission if they wish to reduce the number. The same should be true of motor transportation. Any regulation, as before stated, should provide for granting of permits to a company to operate whatever trucks may be found necessary for proper service. The certificate should be for the operator, and not for the truck, the same as it is given for the railroad and not for the engine or car.

"The number of trucks in operation

might be considered for purpose of taxation, but should not be considered as an element of the franchise or certificate regulation.

"In inter-city removals of households the 48-hour period for emergency operations would work a hardship, as often the round trip service, with its slow loading and unloading requirements, can not be given within such a period of time. This would also tend to a discrimination between cities, depending upon their location and relation to State lines.

"There is also some question as to what should be the procedure when replacing worn out equipment, as no provision is made for such replacements. (Comments under Section 5 (5B) apply to this Section as well.)

"Powers and Duties of Board: Section 11 (A) A Commission should not be permitted to prescribe and enforce the use of uniform accounting systems. This is not enforced, required, of the railroads, although such might not prove a hardship upon a railroad, however small, but it can very easily be a hardship if not prohibitory to the small truck operator. There should be, however, no objection to prescribing uniform principles of accounting as is the practice with railroads.

#### Taxation

"Taxation: Section 20 is apt to prove confiscatory. For illustration, the State of Minnesota imposes a tax on motor trucks of 10 per cent of the value of truck. A \$6,000 truck there is assessed \$600 per year. Should other States adopt such method and base for taxing motor trucks, the result would be confiscatory. Such a truck, when operating under certificates from Minnesota into Wisconsin and Iowa, would then pay a total tax of \$1,800 a year—a most prohibitive figure. Any law governing interstate commerce by motor truck should provide for some plan of reciprocity and uniformity in regulation. If it does not so do, Federal regulation can do little else than add a burden to transportation by motor vehicles.

"Definition of 'Common Carrier': Quoting the Motor Vehicle Conference Committee:

"Governmental regulation of motor vehicle common carriers involves two important considerations:

"1. Regulation of the actual physical characteristics and physical operation of motor vehicles used as common carriers.

"2. Regulation of the business engaged in by motor vehicle common carriers.

"The first consideration is treated in a special pamphlet, 'Governmental Restrictions on Motor Vehicle Sizes, Weights and Speeds,' published Jan. 1, 1926, by the Motor Vehicle Conference Committee.

"The second consideration, namely the regulation of the common carrier business which ever increasingly is being engaged in

by motor vehicles, is the subject matter of this pamphlet.

"Motor Vehicle Common Carriers: Motor vehicles are subjected to two general but distinct uses: First, they are privately employed by their owners for the transportation of persons or property; second, for the transportation for hire of the persons or property of others than their owners.

"The second general use is subdivided into two definite and particular uses. In the first place, motor vehicles operating for hire are employed to carry certain persons or the property of certain persons to places prescribed in individual agreements entered into for the purpose; in the second place, they are employed to carry indiscriminately all persons or the property of all persons under general conditions or agreement applicable to the whole public.

"In a word, the second general use of motor vehicles, i. e., for hire, splits into that of private carrier and common carrier."

#### Truck Regulation Bill in House

THE Federal motor truck regulation bill which Senator Cummins of Iowa introduced in the United States Senate and which has met with such widespread opposition on the part of the public warehouse industry, is now also before the House of Representatives.

Representative Parker, chairman of the House committee on interstate and foreign commerce, presented the measure in the lower branch of the national legislature, and it is known as H. R. 8266.

"We believe that the principles laid down by the Motor Vehicle Conference Committee forms a proper basis on which to determine governmental, State and Federal, regulation of motor vehicle common carriers and that the first requirement of any bill shall be the exact determination, embodied in the enactment, of what class or classes of motor carriers shall be considered 'common carriers' under the Act. The term 'common carrier,' when used in the Act, should be properly defined. A number of terms such as 'corporation,' 'person,' 'board,' 'public highway,' 'motor carrier,' etc., have been defined in proposed Senate Bill, No. S.1734. To avoid costly future Court actions and general confusion in the administration and enforcement of any Act, the term 'common carrier' as used therein should be so defined and the intent of the law clarified and made plain.

"It cannot be that the Federal Government wishes to assume the burden, as seems to be provided in proposed bill as now worded, of regulating taxicabs,

busses and trucks operating over State borders between neighboring cities such as Kansas City, Kan., and Kansas City, Mo.; Duluth, Minn., and Superior, Wis.; Omaha, Neb., and Council Bluffs, Iowa; St. Louis, Mo., and East St. Louis, Ill.; Chicago, Ill., and Hammond, Ind.; Cincinnati, Ohio, and Covington, Ky.; New York City and the neighboring Jersey towns, which is, indeed, suburban transportation.

"Further, it cannot be that the Federal Government wishes to assume the burden of regulating 'private' carriers 'operating for hire and employed to carry certain persons or the property of certain persons to places prescribed in individual agreements and contracts entered into for the purpose.'

"So that any bill enacted shall be clear as to its jurisdiction, it is believed that the term 'common carrier,' as used therein, should be defined.

"The Contractor of Household Removals: Dealing specifically with our own problem, the committee goes on record as follows:

"In substantiation of our claim that we are private carriers and should not come under the proposed bill in its present form, we believe the following should be submitted to the Senate committee on interstate commerce:

"Our members are primarily engaged in storing the precious belongings of the householders; in the specialty service of removing such belongings to and from storage and between domiciles; and in the specialty service of packing and preparing goods for shipment by rail.

#### Specialism

"A physical removal to and from storage, or between domiciles, whether same be a local service, within the confines of one city, or from that city to another city or location, to assure safe and satisfactory delivery requires the use of specially designed vans properly padded to protect goods in transit; it requires the use of specially designed pads to protect furniture from becoming scratched and marred; and requires in the way of labor a crew of carefully trained employees—trained to the best methods of carefully handling the householder's precious possessions. It is more than a mere cartage, a loading and unloading. This service often extends to the packing in the household of the customer's personal effects, removal of draperies, packing of glassware, dishes, linens, cleaning and wrapping of rugs, etc., and to the placement of the goods in proper arrangement in their new home, the rugs on the floor, pictures on the walls, draperies in position, beds set up, and the furniture generally polished and cared for. It is not unusual for a householder to turn over the house key to the storage company and give same full authority to pack, remove and care for all belongings either to a local or distant point.

"It is distinctly a service calling for special prices and contracts to suit the particular and special requirements and movement of the customer. There can

be no regular or fixed routes or terminals. The customer may go to a city home on the main traveled highway, or to a country homestead miles from good roads, with bad road conditions. There is no certainty to the movement, no general direction, no steady trend, few return loads. Quantity is an important factor, for each quantity, large or small, constitutes a separate removal and motor trip.

"Value, too, is important. The household is made up of so many articles that have at one time been a factor in trade and commerce and distribution, that it is difficult to classify them under the innocent headings of 'household goods,' 'emigrant movables,' etc., and assess a uniform charge for their transportation, yet meet the public's insistent demand that responsibility be assumed for extraordinary and varied values.

"An article that in trade and commerce sells at a low price, may as years roll around become priceless to the householder. It may be a baby's cradle; the easy chair of a departed father; a doll, grandmother's rocker—articles that can never be replaced.

"Distinctly these possessions of the householder do not enter into trade and commerce. They have already served in that capacity and have entered into a new field—the domicile—all that the great majority of this country call 'home'—whether it be a three-room flat or a fifty-room mansion.

"Ours is distinctly a specialty service for the home, calling for private arrangement and contract for the removal of a household from one location to

another, whether it be locally or to a near or far distant locality. It calls for service that cannot be predetermined as to extent, volume, responsibility, time, or place—a service that is demanded by the householder, separate and distinct from all other classes of transportation.

#### Time and Cost

"Of all transportation service afforded, the motor vehicle has met a much needed advance in service in the removals of the householder. Although the volume of such removals is but a trivial part of the general movement of freight by motor truck, its convenience to the householder is out of all proportion to the volume and the convenience of the motor truck in other lines. It has expedited and cheapened removals, and time and cost is much of a factor in household removals; it has done away with much of the costly crating and boxing, ever on the increase with the advance in materials and labor. Above all, such transportation, doing away with the many handlings, the banging and smashing in freight cars and depots, has made the removals from one locality to another less a thing to be dreaded and avoided. On cushioned tires, in padded vans, free from unnecessary jar, dust and dirt, it has proved a protective service; delivering precious belongings to the new 'home' in as good condition as in the old, and providing a real benefit to the moving public.

"It is for such reasons we feel that our service, distinctly private in nature, subject to special conditions and calling for special agreements, arrangements

and transactions, should not be burdened with the same regulation which might apply to motor transportation of commodities in regular lines of trade and commerce.

"In view of the conditions herein recited, the committee further resolves that we respectfully request that carriers engaged exclusively in the removal and transportation of used household goods be specifically eliminated and exempted from the provisions of the proposed bill, or, if in the judgment of the Senate committee on interstate commerce, our specialty service should be regulated along with other motor service, such service be given a separate and distinct classification providing equitable regulation, and that our interests in cooperation with other interests to be regulated shall initiate such form of regulation desirable to theirs and the public's interest; and that the framing of such regulatory measures shall not be left in the hands of railroads, as has been the case in a number of States; and that if, in the judgment of the interstate commerce committee, interstate transportation by motor vehicles should be regulated, motor vehicle interests be given at least one year in which to properly study the situation and prepare a suitable bill for presentation to Congress.

"Be it further resolved, in order to properly present our case to the interstate commerce committee, that a competent attorney be retained for this purpose and that the board of directors be requested to approve such expenditure."

## Merchants' Association of New York Begins Survey of City's Commercial Warehousing

WHAT is probably the most extensive survey of the public commercial warehouse facilities—both merchandise and cold storage—of the city of New York is being undertaken by the Merchants' Association of New York through the organization's industrial bureau, of which Martin Dodge is manager.

This inquiry, designed in part to correct an impression that has apparently hung over from the war days—that New York City is inadequately equipped with public storage facilities—was inspired, according to Mr. Dodge, by the scope and number of inquiries which the Merchants' Association has been receiving on the subject.

#### Associations Approve

The plan has the approval of the Warehousemen's Association of the Port of New York from the local viewpoint and of the merchandise division of the American Warehousemen's Association from the national viewpoint. W. F.

Firth, president of the port body, and Wilson V. Little, Chicago, executive secretary of the A. W. A. merchandise division, have proffered their cooperation, Mr. Dodge states.

#### Questionnaires

The information sought will be obtained in part through questionnaires which the Merchants' Association's industrial bureau is sending to merchandise and cold storage executives in the five boroughs which comprise the city—Manhattan, Bronx, Brooklyn, Queens and Staten Island. Distribution of these questionnaires was begun in March, and all commercial warehouse companies which have not received a copy are urged to communicate immediately with Mr. Dodge at 233 Broadway. The household goods storage industry is not within the scope of the survey.

The industrial bureau plans to cover such points as names and addresses, character of warehouses, areas of space,

principal commodities stored, whether space is bonded or free, transportation facilities, types of construction, capital investment, and trade association affiliations.

The survey will elicit information somewhat similar to that in the New York City, Brooklyn, Staten Island and Long Island City sections of the 1926 Warehouse Directory that was published as part of the January, 1926, issue of *Distribution and Warehousing*, but it will enter more into detail than does the 1926 Warehouse Directory and will not embrace furniture storage warehouses.

#### May Issue Map

The plan has the indorsement and cooperation of the New York Fire Insurance Exchange and the New York City Board of Fire Underwriters.

The industrial bureau hopes to publish a map of the city showing the location, character, etc., of all the commercial warehouses in the five boroughs.



# New Business for Warehouses

## V. Cooperating With Manufacturers

THE average man has unutterable contempt for the time his women folks spend in "just looking at the new things in the stores" without intent upon immediate purchase. Despite, however, the jibes of masculine sarcasm, "window shopping" is no small part of the modern woman's education.

How is it that, without a moment's hesitation, your wife and daughters can answer the questions that most baffle yourself? They can foretell whether the new house should have Oriental or hook rugs—whether the furniture should be mahogany or oak—whether sleeves are to be short or long—whether men's ties are to be blue or gray—whether your own

coat should have two buttons or three—whether the new automobile should be open or closed. The answer is:

"They learned it by window shopping."

Window shopping is much needed by the merchandise warehouseman. Cold storage and household goods storage executives have been doing it, but for some unaccountable reason the merchandise warehousemen have, to change the metaphor, played rather poor poker among themselves. They have watched the pips and observed all the frayed edges of the cards on the table, but they have at the same time forgotten to watch the other fellow's face.

MERCHANDISE warehousemen have forged ahead in office management of their business. Through their associations, through their cooperation with the Division of Simplified Practice of the United States Department of Commerce, and through the pages of *Distribution and Warehousing*, they have worked together to eliminate wasteful practices. Their cooperative efforts to bring about sensible business forms, uniform terms and conditions, uniform legislation, cost accounting, and satisfactory rate-quoting bases—all these have done much for the industry. In these particulars the warehousemen have examined each other's methods. By consolidating the best practices thus discovered, helpful uniformity has been achieved. The cards on the table have been so minutely scrutinized that a fair deal was assured—fair both for the warehouseman and for his patron.

What they need is to do a like job of window-shopping to see how competitors get new business.

It is notable that cold storage and furniture warehousemen exchange information on this point.

Merchandise warehousemen are singularly jealous in this matter. Their mutual distrust hurts them all.

Associations of manufacturers are famous for this habit. Their factories are barred to each other, as well as to the disinterested public. For this at-

### Working with the Salesman of the Manufacturer

THIS article carries with it a suggestion to the merchandise warehouseman as to how to develop some potential business through cooperation with salesmen representing manufacturers trying to establish trade in his territory. The author says:

"The chance lies open for some enterprising warehouseman to establish a cooperative exchange where groups of these lone-handed salesmen may band together to get:

"(1) Adequate office space and service; and

"(2) Display of the goods, with someone on hand competent to quote and contract."

How such a "cooperative exchange" operates is here told—opening up, as the author put it, "a wondrously enticing field for new business."

titude, in manufacturing, some excuse exists for the reason that one factory might discover a secret process or an improved method which would enable it to capture a market.

Not so with merchandise warehousemen. The methods that will bring new business to a warehouse at

Albany cannot possibly take away any serious amount of patronage from that warehouse if adopted at Utica, which is eighty miles to the west, or at Springfield, which is a hundred miles in the opposite direction.

Warehouses, unlike factories, seldom compete for business except within a city (or a restricted territory).

Not much is risked by any warehouseman of general merchandise when he tells warehousemen of other cities the "how" of his new business. With all respect for local competition, it is extremely doubtful if much is risked even within a city. Successful methods can rarely be concealed from local warehousemen for more than a month. The risks of losing patrons is little, while the benefits are immense.

The warehousing "game" would be bettered if the players around the table would give more time to watching each other's faces.

### Office Rooms in Warehouses

IN almost every city one or more of the newer warehouse buildings has made provision for office rooms. The success has been rather uniform, especially for a warehouse that is centrally located.

Few warehousemen, however, have gone the next step.

Warehouse office rooms give accommodations to sales departments that



# NEW BUSINESS FOR WAREHOUSES

are large enough to require a separate office and to employ an office force. They do not meet the requirements of another host of salesmen who want "desk room only."

Warehouses of the larger sort—syndicates of allied warehouses and the so-called "chains"—do no end of soliciting for the storage of goods from concerns whose sales volume for a territory does not warrant an out-right agency. This source has brought big returns to our warehouses. Only in a few cities, however, has any warehouse shown the foresight to bind to itself the "desk room" sales agency or the "lone hand" type of salesman who comes to a city to "break into" its market with a new line of goods.

The larger sales agencies, of the sort that are established and have perfected an office organization, have not been overlooked by the warehouses. But this smaller-sized, "single man" kind of branch has looked so tiny that many merchandise warehousemen have failed to see the storage business it ought to control.

The salesman with desk room only, or the man who operates from his residence, does not of himself offer much volume to a warehouse. Thousands of them never stored a case of goods in any warehouse.

They have not in the past.

But they may be taught to right now!

If this business is to come to warehouses, the warehousemen must show the manufacturers who send out these salesmen just how their business will grow by coming under the wing (and roof) of some good warehouse.

A few long-visioned warehousemen have captured some of this business, and when an observer is shown 20,000 square feet of a modern warehouse leased solid, but in small blocks for storing goods belonging to "desk room" salesmen, and all on a gross rental basis, the lesson makes an impression.

When the observer finds that *twice* that space is shortly to be taken up, at *another place*, he is tempted to invite the entire membership of the American Warehousemen's Association to buy a railroad ticket for a day's window-shopping.

## A Merchant's Tale

ON a train from Cleveland to Akron, a rather prominent Akron merchant was met. After exchange of

greetings the merchant related this:

"I've had a wild goose chase in Cleveland today. Yesterday I signed up a lease that will enlarge our Akron store, and today I thought I'd slip up to Cleveland to look over some new ideas in showcases and display racks. The salesmen are always coming in with new things when we aren't ready

fell to arguing about materials, the architect invited us all to spend a day in Cleveland. He took us down to the Builders' Exchange. In one room we compared and examined forty colors and styles of brick, and when we made decision it was final. Later on, we went to the same place to examine floor coverings for the church kitchen."

If a warehouseman wants an interesting bit of window shopping, he can find merchandise warehouses that have established furniture exchanges of this sort in their warehouse buildings. It is possible to find household appliances exchanges; machinery exchanges; butchers' supply exchanges; possibly others.

One such, to illustrate the method, has taken a floor of the warehouse. Near the elevator door is a telephone switchboard, whose operator is also information clerk. A portion of the floor is divided off, with railings, into desk room spaces about 12 by 20 feet, each placarded with the firm name of a furniture manufacturer. As a rule, one man represents this manufacturer in the territory, although two are occasionally found. This office space is headquarters for that salesman.

He spends, of course, most of his time outside.

If, during his absence, a customer telephones, the office is not locked; but a competent information desk replies. If, when in the office, he desires stenographic work done, he is assured of competent service as compared to the inefficiency and inaccuracy of the sort of girl he could afford to hire for his sole employ.

In addition to the desk room spaces, the remainder of the warehouse floor is partitioned off into sections. Each tenant of an office space leases also an "exhibition space" of such size as he needs. Within this exhibition space is a display of his furniture, set up, well lighted, fully priced (either plain figures or coded).

If, during absence of the salesman, a customer wishes to examine the goods thus displayed, there is at hand an employee of the exchange for that purpose. These are floor salesmen, working on straight salary and without any commission interest in pushing one line of goods against another; they know furniture lines; they can quote prices; they are provided with discount sheets for customers in the

## Gum-Shoe Competition vs. New Markets

THE author has heretofore commented in this series of "New Business for Warehouses" articles that the finding of new markets—instead of going gum-shoeing after a competitor's accounts—is the basic theory of his texts.

Distribution of iceless refrigerating equipment is one source of new business—as pointed out in November, 1925, issue of *Distribution and Warehousing*.

Caring for hotel furniture and draperies is another source, as was explained in the December, 1925, number.

A third source is the paint and varnish industry, as told in the February issue.

A fourth idea is establishing contact with the national advertising agencies, as set forth in the March number.

This month the subject of co-operating with manufacturers' representatives is discussed.

The sixth article of this business-building series will appear in an early issue.

for them. Now that I'm ready seriously to consider the lines—would you believe it?—I can't find the salesmen.

"Sure, I found their offices, but the salesmen were out drumming for business and the yap-headed girls can't even quote prices. One line of costumers is just the thing I want, but I couldn't buy, and I suppose I'll have to wait till the salesman makes a trip to see me."

But, listen to the next thing this man had to say:

"I should think the manufacturers would imitate the builders' supply men. Why, about a year ago I was on the building committee for a church and the very first time the committee

# NEW BUSINESS FOR WAREHOUSES

territory; they are authorized to accept orders.

A customer is thus enabled to compare the goods of one maker with those of another. Customers, be it remembered, are not individuals but they are retailers from the city or the outlying trade territory, who buy from knowledge of the line. All of them have been solicited by the salesman himself—probably are established customers. They come to such a furniture exchange in the same mood that they would visit a traveling salesman's sample room at a hotel—to inspect the season's styles.

The third stage of the arrangement is that each tenant of the office space and exhibition space stores carload lots of his goods in the warehouse proper, for the usual purpose of making immediate delivery on orders.

Need we argue with a warehouseman to show how all this earns money for the warehouse, or that it ties the patron by bonds too tight for another warehouseman to switch the account?

A furniture exchange has been described for illustration. The same methods may be applied to household equipment, electrical specialties, machinery, builders' supplies and others.

## Every City an Open Field

**I**N such a city as New York, the field for such a development may not exist. That territory warrants a full-fledged sales organization for any manufacturer, although it is interesting to remember that a warehouse company has given New York a whole building of sales offices, not of the one-man type, but of the typical New York sort. Nor is there a great demand for such exchanges in cities like Chicago and St. Louis, where every

## POINTING THE WAY

**I**T is common knowledge that many industries have trebled and quadrupled their total volume of business by wisely planned and long-sustained advertising campaigns.

The day is coming when warehousing as an industry will adopt that method to tell its story to Business America.

Until then our industry may be advertised by the practical warehouseman only as he may get the ear of the non-user of his service.

The non-user class has a tremendous volume of business which requires distribution to retailer and consumer.

The text of this "New Business for Warehouses" series will suggest ways of guiding that distribution through the public warehouse.

manufacturer must maintain a branch sales agency.

There must be, in this country, literally thousands of manufacturers who are trying to build up business in other cities, either by working them from these three major centers or by having locally one man with desk room office accommodations.

Each of these cities offers desirable business, and yet that business in volume does not justify a fully equipped office, nor a display stock, let alone a reserve stock for quick shipment.

Warehousemen every day are confronted with that situation as they solicit accounts.

If warehousemen will do a bit of window-shopping in those cities where such exchanges have been started by the warehouses they will meet a rev-

elation of the business to be had. No description in printed form can get across the message, for it must be seen to be appreciated.

It has been reported to *Distribution and Warehousing* that one warehouse president who has developed this exchange method in his warehouse has been called upon repeatedly to describe it in speeches and that he has even appeared before his State University for that purpose. Those who teach marketing and distribution to college students have seized on the scheme as an advanced economy in distribution.

In each city, one centrally located warehouse, of modern construction, ought to develop exchanges of this sort. The salesman of toilet articles, grocery specialties and breakfast foods, carries samples in his automobile. Any salesman whose commodity is too bulky thus to be transported is severely handicapped in covering new territory or lean territory. He cannot demonstrate.

A display space, in a convenient warehouse, would make demonstration possible.

In the largest cities, volume warrants display rooms. In other centers, the chance lies open for some enterprising warehouseman to establish a cooperative exchange where groups of these lone-handed salesmen may band together to get:

(1) Adequate office space and service; and

(2) Display of the goods, with someone on hand competent to quote and contract.

It is a wondrously enticing field for new business.

Members of such exchanges would not, from pure selfishness, warehouse their carload lots elsewhere.

## An All-American Ship Canal Across New York State Is Urged

**T**RANSFER of the New York State Barge Canal for conversion into an all-American ship canal was urged by Governor Smith in a special message transmitted to the Legislature on March 8. The message followed a statement by the governor the day before in which he advocated an all-American canal from the Great Lakes to the Hudson River.

Accompanying the message was an elaborate report, made to the executive by Col. F. S. Green, State Superintendent of Public Works, tending to show that the State barge canal, for which the

State has issued bonds to the amount of \$155,000,000 had fallen far short of its purpose, costing taxpayers last year \$10,753,000 more than receipts, which totalled only \$360,000.

### Now Operated at a Loss

The canal was built to take care of 20,000,000 tons of freight annually, but in 1925 carried only 2,344,013 tons, according to Col. Green, who said that from the figures it would have been cheaper for the State if all the freight carried on the canal had been put on

railroad cars and the State had paid the freight bill.

It was announced in Washington on March 8 that Secretary of Navy Wilbur had indorsed the plan for an all-American canal across New York State to provide passage for ocean-going vessels from the Great Lakes to the Atlantic by way of the barge canal and the Hudson River.

On March 9 in Washington proponents of the project presented their views to the War Department River and Harbor Board.

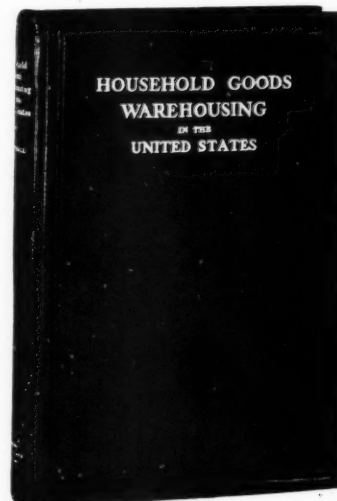
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**D**ISTRIBUTION AND WAREHOUSING has taken over from the American Warehousemen's Association the distribution and sale of Clarence A. Aspinwall's book, "Household Goods Warehousing in the United States," now being published serially in this magazine—see opposite page. The titles of the twenty chapters of this volume are:

- |                                |  |
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## The Author

**C**LARENCE A. ASPINWALL, the author, is one of the best known furniture storage executives in the United States—a warehouseman of broad experience and long an active leader in warehousing trade association activities. He is general treasurer of the American Warehousemen's Association, an office he has held for a number of consecutive terms, and is a member of the National Furniture Warehousemen's Association and of the Canadian Storage & Transfermen's Association.

In the business of warehousing Mr. Aspinwall, besides being president of the Security Storage Co., Washington, D. C., is president of the Security Storage & Safe Deposit Co. of Norfolk, Va.; chairman of the board of directors of the

W. Fred. Richardson Security Storage Co., Richmond, Va.; a member of the board of directors and of the executive committee of the Terminal Refrigerating & Warehouse Co., Washington, D. C., and a member of the board of directors and of the executive committee of the Washington Market Co., Washington, D. C. As an official of the Security Company of Washington he was for years closely associated with the late Albert M. Read, who was the Security's president and was known as the dean of the household goods warehousing industry in this country.

As Major, United States Army, Reserve Corps, Mr. Aspinwall is staff specialist on warehousing subjects, attached to the office of the Secretary of War.



# Household Goods Warehousing in the United States\*

By CLARENCE A. ASPINWALL  
President Security Storage Co., Washington, D. C.

## Chapter V

(Continued from March issue)

### Accounting

M R. W. O. AKERSTROM of the Manhattan Storage & Warehouse Co. (New York City) describes a system for a large depository:

"Original order is taken by the order department on a printed form and in indelible pencil. Signature of the customer is taken on customer's record card. A typist-clerk makes copies of all orders, including those that come in by 'phone, mail, or wire, as well as those taken at the order desk, using a copying ribbon. The original order is placed in customer's file; the typewritten order, after being checked, is sent the day previous to execution to the shipping office, where an impression is made by means of a duplicating clay. Copies of the order are then made on different forms and sent to the departments that will have to do with the execution of the order. Some of the forms used are packers' time slips, chauffeurs' orders and inventories, floorman's inventories and binder copies.

"The binder copy of the order is retained in the shipping office until the goods are brought into the warehouse. It is then sent to the bookkeeping department with the chauffeur's order (on which are printed the company's conditions, and which is signed by the customer), chauffeur's inventory and packer's time slip. On the floorman's inventory, the checker, on receipt of goods in warehouse, makes a list of all articles received and assigns a number to each lot.

"The packers' time slips are turned in to the shipping office each day, showing their times and the material used.

"The bookkeeping department checks the binder copy with the various other copies to make sure every detail of the order has been attended to.

"The charges for the work called for on the various copies are enumerated thereon, and a total of each of the dif-

ferent classes of income is made and recorded on a sheet having enough columns to keep them separated.

"The original copies, with the charges pertaining to each of them, are given to the bookkeeping machine operator, who charges them against the customers' accounts. A proof of postings is taken and must agree with pre-determined totals which accompany the copies.

"The floorman's inventories are passed on to the typist, who makes out a storage receipt for the goods; inventories and storage receipts are passed on to the bill clerk, who bills the customer for the services rendered. The bill, together with the storage receipt and the inventory, is passed on to the order department, which checks the one with the other, and after the receipt has been signed by an officer of the company the bill and receipt are mailed to the customer.

"Inventories are timed when received from shipping office and by everyone through whose hands they pass.

"Renewing the storage charges, from month to month, is handled in a book which has been ruled, allowing a space for each month of the year. The first monthly charge is entered under the day of the month on which the goods are received. The storage is renewed each month, increasing it or decreasing as the case may be, until the goods have been delivered, at which time the entry is marked 'OUT.' This book also serves as a billing record. The date bill is rendered is noted in a space provided for that purpose, and the months represented in the bill checked off. Bills are rendered quarterly, unless otherwise requested by the customer, and a space is furnished for noting such instructions.

"All charges to customers are posted daily. A running total is kept until the end of the month, at which time they are credited in lump sum to the various income accounts.

"*Handling Cash.*—Where warehouses do a large volume of business it has been found advantageous to have two cash books, one for receipts, the other for expenditures.

"The cash receipt book has a space for the name of the customer and three columns, headed as follows: 'Customers,' 'General Ledger,' and 'Deposits.' Where the customers' ledger is subdivided, a loose-leaf book is used, allowing a sheet each day for each subdivision. The total of the customers' payments, plus any general ledger items, should equal the deposit for the day which is entered in the column provided. The loose-leaf book enables the ledger clerk of each subdivision to post these entries without delay. The totals are carried forward each day and posted monthly into the general ledger. Depositing all funds received is considered to be the best plan.

"The cash expenditure book is ruled providing columns for the various departments and for such indirect expenses as are sufficiently numerous to warrant the use of a special column. Items of freight and expressage and other items advanced for customers are handled through a column provided, all the other items being general ledger accounts. A column is provided at the extreme left of the page into which are entered the deposits made each day. A column directly to the right of this one is marked 'Checks Drawn.' In this way check book and stubs are dispensed with. The voucher bears the same number as the check. All payments are made by check. A petty cash fund takes care of small accounts, the fund being replenished by drawing a check at stated intervals, charging the various accounts affected. The total of each column in this book is posted into the general ledger at the end of each month.

"*General Ledger.*—The general ledger is the source of the information that must be furnished to the Federal and

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State Governments for tax purposes, and it is quite necessary that this ledger be handled so as to give the information promptly and correctly. Aside from the fact that it must show gross income in preparing the income tax return, it is not considered good accounting practice to handle the expenses and income of one department in the same account. It is better to have separate accounts.

"Most of the large warehouses have adopted the cost accounting methods suggested by the Association.\* The

faithful attention to details in classifying income and expenses will greatly reduce the work entailed in the preparing of cost figures."

#### Bookkeeping Machines

One bookkeeper to 900 accounts is a fair average but this will vary with the activity of the accounts.

Bookkeeping machines have not found general acceptance in the industry. This is probably because the majority of the accounts are inactive, requiring only the

monthly or quarterly charging of storage. Where there is a large cartage, carpet cleaning or other department requiring numerous entries and bills the machines can be used to considerable advantage.

**Cost Accounting.**—The household goods division of the American Warehousemen's Association in 1920 published a Cost Accounting Outline which is here reproduced:

### Report of American Warehousemen's Association's Central Bureau Committee on Standard Accounting Methods and Cost Finding

"Your committee has not attempted to go into the matter of the origin of cash book or journal entries, except as they apply to the general cost-finding method recommended. No doubt investigation and recommendation of a simple system of original entries would be of value to our members.

"We are submitting for your approval an accounting outline and a system illustrated by application to a standard furniture warehouse based on the present cost of reproduction. The first problem we are confronted with is to determine the actual space cost. Two warehouses of the same construction in the

same locality may have a very different space cost owing to the varying costs of buildings at the time of erection, or because of a favorable or unfavorable lease.

"Therefore, it is recommended that the first step in determining the actual space cost be based on 7 per cent of the present value of the land and the appraised sound value of the buildings thereon, whether the property is owned by the operating company or leased. Recent rulings of public utility commissions approve 7 per cent as the factor to be used.

#### Outline of Warehouse Accounting System

A—Assets  
B—Liabilities  
C—Income  
(1) Real estate  
(2) Operating

##### A—Assets

- 1—Cash
- 2—Accounts receivable
- 3—Notes receivable
- 4—Inventory (material and supplies)
- 5—Prepaid accounts

##### B—Liabilities

- 1—Accounts payable
- 2—Notes payable
- 3—Mortgage

##### C—Income

- 1—Real estate (if property owned)  
or  
Leasehold (if property leased)  
Credit 7 per cent of the present value of the land and the appraised sound value of the buildings thereon  
NOTE—This item is charged to real estate or leasehold expense clearing account

##### D—Expenses

- 1—Real estate (if property owned)  
or  
Leasehold (if property leased)  
Charge mortgage interest to real estate, or  
Charge rental to leasehold
- 2—Storage  
a—Department rental or space charge  
b—All direct charges  
c—Overhead
- 3—Storage handling  
a—All direct charges  
b—Overhead
- 4—Cartage  
a—Department rental or space charge  
b—All direct charges  
c—Overhead
- 5—Packing material  
a—Department rental or space charge  
b—All direct charges  
c—Overhead
- 6—Packing labor  
a—Department rental or space charge  
b—All direct charges  
c—Overhead
- 7—Carpet cleaning  
a—Department rental or space charge  
b—All direct charges  
c—Overhead
- 8—Safe deposit  
a—Department rental or space charge  
b—All direct charges  
c—Overhead
- 9—Cold storage  
a—Department rental or space charge  
b—All direct charges  
c—Overhead

D—Expense  
(1) Real Estate  
(2) Operating  
(3) Overhead  
E—Clearing and general miscellaneous accounts

##### E—Clearing and General Miscellaneous Accounts

- 1—Real estate or leasehold—Expense clearing account  
Debit  
a—(If owned)  
a 1—Charge from real estate income account C-1  
a 2—Repairs  
a 3—Taxes (land and building only)  
a 4—Depreciation (2 per cent per annum building valuation)  
a 5—Obsolescence (1 per cent per annum building valuation)  
a 6—Insurance  
a 7—Heat  
a 8—Light  
a 9—Water  
a 10—Elevator maintenance  
a 11—Power  
b—(If leased)  
b 1—Charge from leasehold income Account C-1  
b 2—Investment in leasehold (if any)  
b 3—Other expenses as per terms of lease

- 2—Overhead clearing account  
Debit  
a—Executive salaries  
b—Office salaries  
c—Office supplies  
d—Postage  
e—Telephone and telegraph  
f—Advertising  
g—Association dues  
h—Loss and damage  
i—Insurance (not chargeable to departments)  
j—Estimating expense  
k—Corporation taxes (not including income or excess profit taxes)  
l—Interest on loans and discounts

- 3—Prepaid clearing account  
Debit  
a—Rent  
b—Insurance  
Miscellaneous
- 4—Profit and loss, suspense or other general accounts not heretofore included

Credit  
Department space as charged to  
a—Storage  
b—Storage handling  
c—Cartage  
d—Packing material  
e—Packing labor  
f—Carpet cleaning  
g—Safe deposit  
h—Cold storage

Credit  
Department space as charged to  
a—Storage  
b—Storage handling  
c—Cartage  
d—Packing material  
e—Packing labor  
f—Carpet cleaning  
g—Safe deposit  
h—Cold storage

Credit  
Distribute to the accounts affected

\*National Furniture Warehousemen's Association.

## Explanation of Outline

A—Assets and B—Liabilities need no explanation.

### C—Income.

1—Real estate and leasehold: The credit to this account is that amount which represents a proper return based on present value of land and the appraised sound value of buildings thereon.

- 2—Storage
- 3—Storage handling
- 4—Cartage
- 5—Packing material
- 6—Packing labor
- 7—Carpet cleaning
- 8—Safe deposit
- 9—Cold storage

Credit income accounts two to nine inclusive, as per outline, with all earnings which belong to each department.

As many operations require the service of several departments, care should be used in the proper distribution of earnings.

### D—Expense.

1—Real estate or leasehold: If property is owned, charge interest on mortgage.

If property is rented, charge rental.

The difference between credit on C-1 real estate or leasehold income account and this account will be the net profit or loss on real estate or leasehold account.

- 2—Storage
- 3—Storage handling
- 4—Cartage
- 5—Packing material
- 6—Packing labor
- 7—Carpet cleaning
- 8—Safe deposit

### 9—Cold storage

a—Department rental or space charge: The first step in the distribution of department expenses is to determine the percentage of space occupied by each department. The following plan is recommended:

#### Space Charge

- a 1—Obtain the gross cubic feet of space in building
- a 2—Obtain the gross cubic feet of space occupied by each department, and divide into the gross feet of building, thereby ascertaining the percentage of the building occupied by each department.

NOTE.—(Be sure to include in packing and shipping department any space which may be set aside for the storing of material, even if such space is not actually in use at the time of making the calculations. In calculating cartage space, include all that is occupied for the storage, maintenance or upkeep of all vehicles in use by the cartage department).

a 3—Charge to each department its percentage of the total space cost as shown by E-1 real estate or leasehold expense clearing account.

b—Direct Charges: Charge to each department all expenses or portion of such expenses which belong directly to such department.

c—Overhead: We have remaining all those expenses which it has not been possible to charge directly to any single department.

These will consist of such items as—Executive salaries, office salaries, office

supplies, postage, telephone, telegraph, advertising, association dues, loss and damage, insurance, estimating expense, state taxes, corporation taxes and interest on loans and discounts.

One of the most difficult problems is the proper division of overhead. After careful consideration your committee recommends the following plan:

c 1—Ascertain the percentage of gross business in each department; take this percentage in each case, and add to it the percentage figures obtained in paragraph a-2, schedule D, being the percentage of the building occupied by each department. Divide the total by two, and use the result as a percentage figure to divide overhead.

c 2—Charge to each department its percentage of the total overhead as shown in outline—Overhead clearing account.

### E—Clearing and General Miscellaneous Accounts.

Clearing accounts are necessary to combine charges that apply to more than one department, and to distribute the correct proportion of such charges to each department—the following clearing accounts are recommended:

- 1—Real estate or leasehold
- 2—Overhead
- 3—Prepaid items
- 4—Profit and loss, suspense or other general accounts not heretofore included

## System Illustrated by Application to Standard

### Furniture Warehouse Based on Present

### Cost of Reproduction

The estimate herein has been compiled from the best information available, and is intended to represent an average. A fireproof furniture warehouse, 50 x 100 ft., six stores and basement, built of a concrete skeleton with reinforced concrete floors, beams and columns, brick curtain and fire walls, metal sash with wire glass, fire doors, face brick front with stone or terra cotta trimming, including office, fireproof vault, rug vault, piano room, boiler and fuel room, and necessary toilets and file room. The building to be complete with one electric freight elevator 9 x 20 ft., and one combination passenger and freight elevator 8 x 8 ft., a steam heating plant for the office, piano room and packing room, all necessary plumbing and wiring for electric lights and power; total cubical size including foundation, elevator shaft, parapet walls—

A-1 425,000 cubic feet at the construction cost, without rooms, per cubic foot, 35c.....	\$148,750.00
A-2 Cost of land as an average, 15 per cent cost of building.....	22,312.00
A-3 Interest on carrying charges on building during construction.....	3,470.00
A-4 Interest and carrying charges on land.....	1,895.00
A-5 Fire insurance on building during construction.....	444.00
	<hr/>
Annual Cost of Carrying Charges.....	\$176,871.00
B-1 Interest, 7 per cent on \$176,871.00.....	\$12,380.97
B-2 Obsolescence, 1 per cent on buildings.....	1,526.64
B-3 Depreciation, 2 per cent on buildings.....	3,053.28
B-4 Taxes, 1½ per cent on land and buildings.....	2,653.06
B-5 Insurance on buildings, 80 per cent co-insurance (\$119,000 at \$2.00 per thousand).....	238.00
	<hr/>
C-1 Size of building, 425,000 cubic feet, gross.....	\$19,851.95
C-2 Deduction for columns, footers, parapet walls, aisles, office, stairwells, elevator shafts, 50 per cent of gross space—425,000 cu. ft. equals 212,500 cu. ft.	

Editorial Note.—The foregoing completes the quotation from the American Warehousemen's Association Central Bureau Committee's report on standard accounting methods and cost finding. Mr. Aspinwall's text continues:

Since this Outline was published a considerable number of warehousemen have included cost accounting in their general accounting system, some making it an integral part of their accounting system and others making a yearly summary. An example of the latter is given herewith:

<b>Storage</b>			
	1922		1923
Gross profits	\$.....	\$.....	\$.....
20 per cent of breakage	\$.....	\$.....	\$.....
30 per cent of engine-room expense	\$.....	\$.....	\$.....
42 per cent of overhead	\$.....	\$.....	\$.....
Insurance	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....
<b>Cold Storage</b>			
	1922		1923
Gross profits	\$.....	\$.....	\$.....
Hauling (5 per cent of gross profits)	\$.....	\$.....	\$.....
Wages	\$.....	\$.....	\$.....
50 per cent of engine-room expense	\$.....	\$.....	\$.....
Insurance	\$.....	\$.....	\$.....
15 per cent of breakage	\$.....	\$.....	\$.....
25 per cent of overhead	\$.....	\$.....	\$.....
10 per cent depreciation cold storage machinery	\$.....	\$.....	\$.....
Rent	\$.....	\$.....	\$.....
Repairs (labor)	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....
<b>Vault Storage</b>			
	1922		1923
Gross profits	\$.....	\$.....	\$.....
Hauling (6 per cent of gross profits)	\$.....	\$.....	\$.....
3 per cent of breakage	\$.....	\$.....	\$.....
10 per cent of overhead	\$.....	\$.....	\$.....
Rent 40,000 ft.	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....
<b>Hauling</b>			
	1922		1923
Gross from individuals	\$.....	\$.....	\$.....
Charged to vault storage	\$.....	\$.....	\$.....
Charged to cold storage	\$.....	\$.....	\$.....
Charged to packing material	\$.....	\$.....	\$.....
Hauling expense	\$.....	\$.....	\$.....
Auto expense	\$.....	\$.....	\$.....
7 per cent of overhead	\$.....	\$.....	\$.....
Depreciation autos	\$.....	\$.....	\$.....
Insurance	\$.....	\$.....	\$.....
Wages	\$.....	\$.....	\$.....
Contract profit and loss 10 per cent	\$.....	\$.....	\$.....
Breakage 25 per cent	\$.....	\$.....	\$.....
Rent, space for cars	\$.....	\$.....	\$.....
Repairs (labor)	\$.....	\$.....	\$.....
Net profit	\$.....	Loss	\$.....
<b>Packing Material</b>			
	1922		1923
Gross profits	\$.....	\$.....	\$.....
Payroll wages	\$.....	\$.....	\$.....
Packing material expense	\$.....	\$.....	\$.....
Contract profit and loss 45 per cent	\$.....	\$.....	\$.....
4 per cent of overhead	\$.....	\$.....	\$.....
Hauling (4 per cent of gross profits)	\$.....	\$.....	\$.....
Rent	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....

### Graphs

In recent years also household goods warehousemen have given careful study to the cost of warehouse labor, packing labor, cartage, materials and as these are referred to in the chapters on packing, and cartage they will not be repeated.

**Graphs.**—Graphs showing the month by month and year by year change in expense and profit accounts are of great interest and value to the management. In no other way can the monthly and yearly comparison be as readily seen and the upward or downward trend.

The accompanying illustrations will make this clear. (Page 19.)

**Billing.**—An important part of accounting is sending bills and collecting accounts. Some depositories send bills

monthly, some quarterly. A recent comparison of two, one sending monthly bills, the other quarterly, showed in the case of the monthly bill sender, accounts due from customers over 5½ times the monthly storage rate, while the one that renders quarterly bills had a little less than 5 times the monthly storage rate. This might indicate that the principal reason for monthly rendition of bills, i. e., to get the money in promptly, is not accomplished by it. However that may be, it is necessary that careful attention be paid to billing, with especial plans for going after the delinquents. In this connection we quote the instructions of a depository under the heading "Sale of goods for storage charges," as it gives a complete system for keeping after collections.

### Packing Labor

Gross profits	\$.....	\$.....	\$.....
Wages	\$.....	\$.....	\$.....
3 per cent of engine-room expense	\$.....	\$.....	\$.....
15 per cent of breakage	\$.....	\$.....	\$.....
15 per cent of contract profit and loss	\$.....	\$.....	\$.....
4 per cent of overhead	\$.....	\$.....	\$.....
Rent	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....

### Warehouse Labor

Gross profits	\$.....	\$.....	\$.....
Wages	\$.....	\$.....	\$.....
20 per cent of breakage	\$.....	\$.....	\$.....
½ per cent overhead	\$.....	\$.....	\$.....
Net profit	\$.....	Loss	\$.....

### Transportation and Commission

Gross profits	\$.....	\$.....	\$.....
Direct expense	\$.....	\$.....	\$.....
2 per cent of breakage	\$.....	\$.....	\$.....
3½ per cent of overhead	\$.....	\$.....	\$.....
Labor	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....

### Interest

Gross profits from investments	\$.....	\$.....	\$.....
--------------------------------	---------	---------	---------

### Rent

Gross profits	\$.....	\$.....	\$.....
Insurance	\$.....	\$.....	\$.....
Wages	\$.....	\$.....	\$.....
Taxes	\$.....	\$.....	\$.....
Depreciation	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....

### Real Estate Profit and Loss

	1922		1923
Rent—Storage	\$.....	\$.....	\$.....
Rent—Cold storage	\$.....	\$.....	\$.....
Rent—Vault storage	\$.....	\$.....	\$.....
Rent—Hauling	\$.....	\$.....	\$.....
Rent—Packing material	\$.....	\$.....	\$.....
Rent—Packing labor	\$.....	\$.....	\$.....
Real estate taxes	\$.....	\$.....	\$.....
Insurance on building	\$.....	\$.....	\$.....
Depreciation	\$.....	\$.....	\$.....
Interest on loans	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....

### Operating Profit and Loss

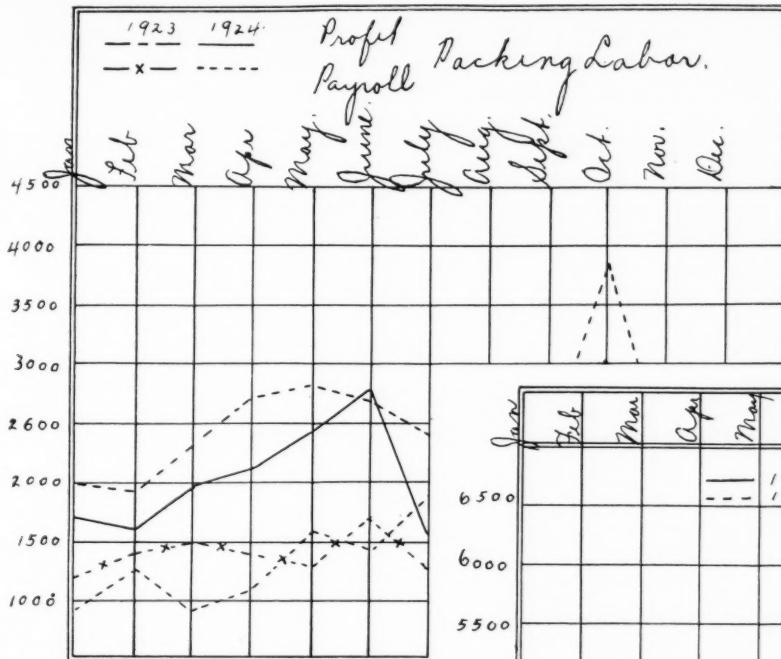
Net profit from storage	\$.....	\$.....	\$.....
Net profit from cold storage	\$.....	\$.....	\$.....
Net profit from vault storage	\$.....	\$.....	\$.....
Net profit from hauling	\$.....	\$.....	\$.....
Net profit from packing material	\$.....	\$.....	\$.....
Net profit from packing labor	\$.....	\$.....	\$.....
Net profit from warehouse labor	\$.....	\$.....	\$.....
Net profit from transportation and commission	\$.....	\$.....	\$.....
Net profit from interest	\$.....	\$.....	\$.....
Net profit from rent	\$.....	\$.....	\$.....
Net profit from real estate	\$.....	\$.....	\$.....
Less income and excess profit tax	\$.....	\$.....	\$.....
Net profit	\$.....	\$.....	\$.....

### Sale of Goods for Storage Charges

The first step in preparing to sell goods for storage charges should be made when the order is taken, that is to be sure to get a mailing address, with correct initials and name.

Before formal notice of sale is sent to a customer, at least one warning letter should be sent, not less than one month prior to date of sending formal notice of sale. Before notice of sale is sent each case should be given careful consideration by an officer, all information about the customer reviewed and action postponed if there is any reason to believe the customer has not had the bills and letters sent him, or if by reason of illness, absence or other cause they have not received his attention.

The procedure in regard to bills up to



These three graphs show the month by month and year by year change in expense are profit accounts. "In no other way," Mr. Aspinwall says, "can the monthly and yearly comparison be as readily seen and the upward and downward trend."

time of sending notice of sale should be as follows:

With the warehouse receipt bill for storage up to the next quarterly storage with explanatory leaflet attached.

Bill to be sent next quarter.

Six-months' bill.

Rubber stamp or poster:

"Interest at 6 per cent is charged on bills 6 months and more in arrears."

Eight-months' bill.

Mark bill "4th bill" and "storage is now 8 months in arrears. Kindly remit promptly."

Nine-months' bill.

Mark bill "5th bill." (Before writing be sure that bills have not come back and that they have been sent and that no reason is known for the inattention.)

(Letter.)

"This bill is nine months in arrears. As our former bills have not been returned by the post office, we are justified in assuming that they have reached you. May we ask, therefore, that you give this account your prompt attention and let us hear from you without delay?"

Ten months. Nothing.

Eleven-months' bill.

Mark "6th bill." (Before sending letter let treasurer and/or president decide about sending letter.)

(Letter.)

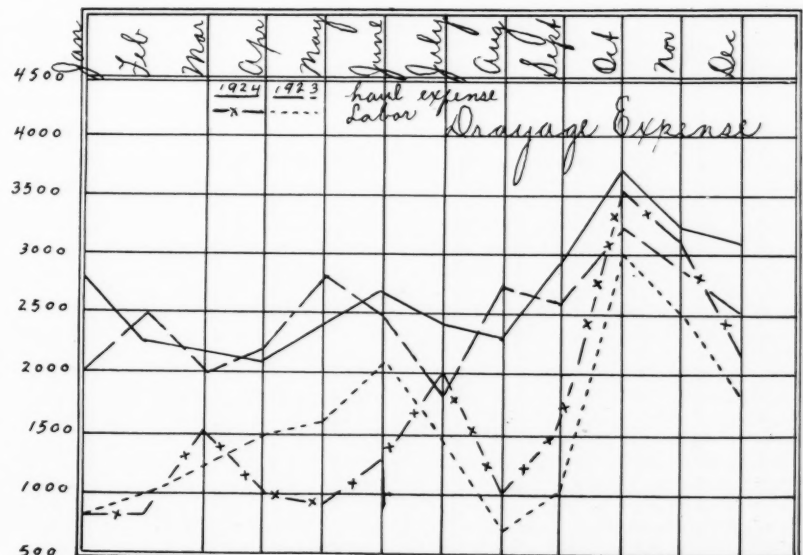
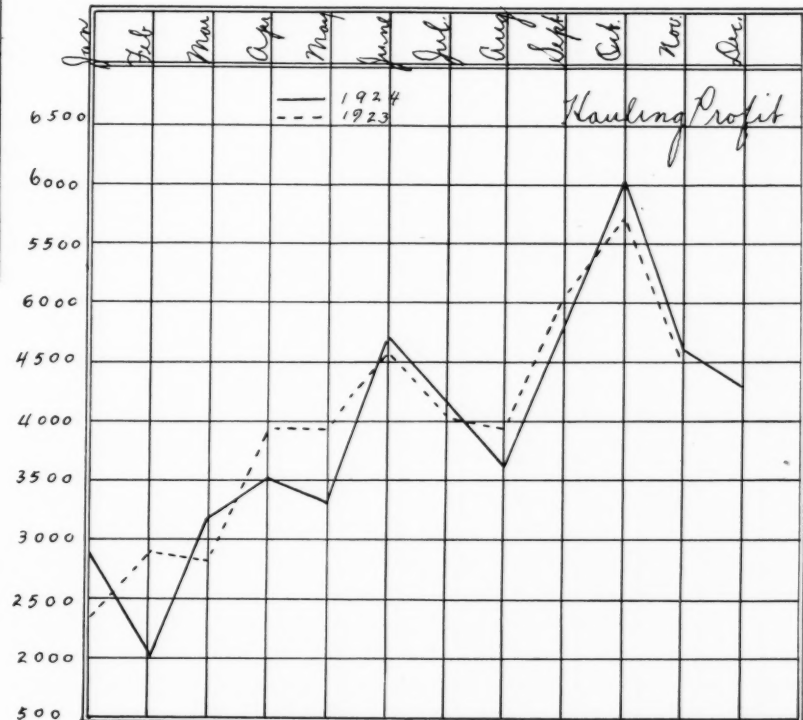
"It is imperative that we hear from you promptly regarding this account. Otherwise we shall soon be obliged to proceed to its collection as authorized by law, through advertisement in your name and sale at public auction of the goods stored."

Twelve-months' bill.

In some cases send legal notice of sale. (Registered mail.) In others write:

"On ..... we wrote you as follows:

(Continued on page 20)







tion is found for a particular establishment it serves as a rough check on packing material sales. For instance, in one company packing material is found to average 120 per cent of packing labor.

Also, as the same relative proportions of various kinds of packing materials will be used from year to year, the sales

of packing material should be a fairly fixed percentage above purchase price, although the ratio of profit on individual items may vary.

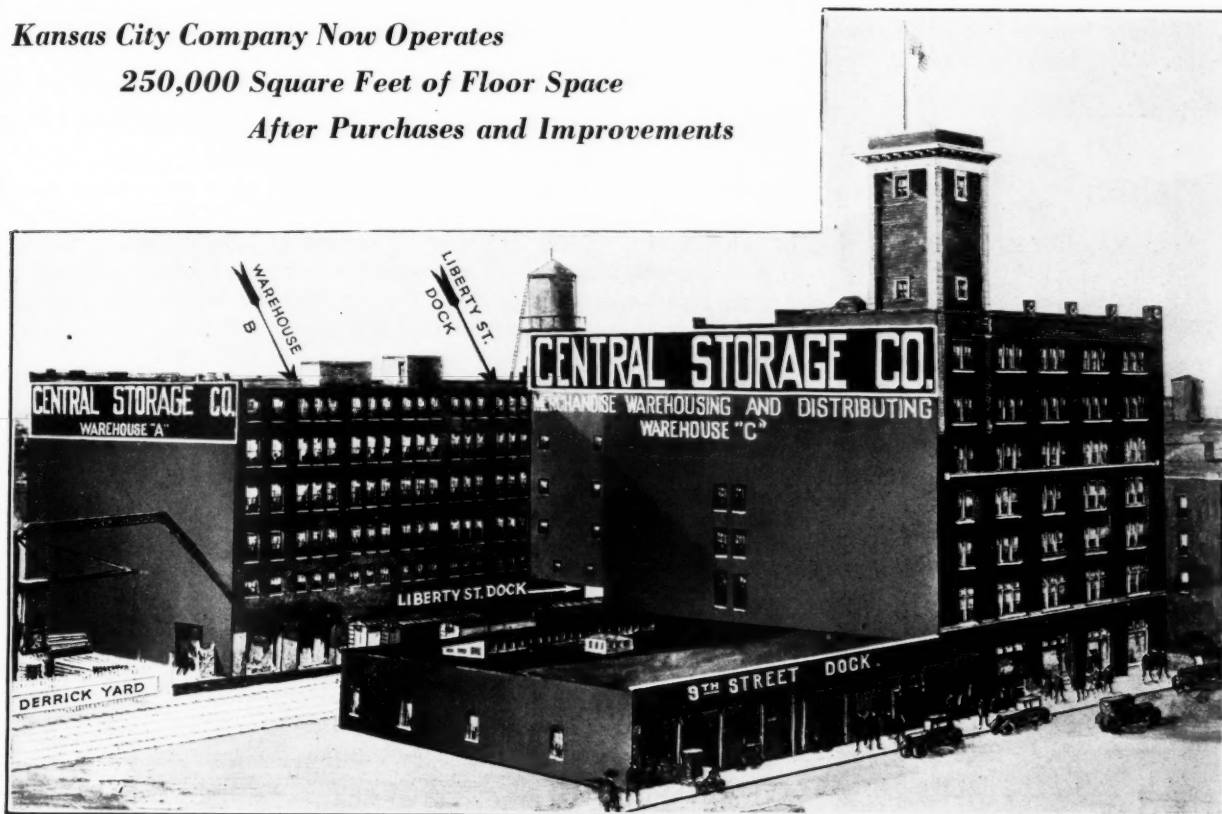
Thus if the cost of packing materials in 1910 was 100 and sales 190, the sales should be approximately 380 in 1911 if purchases were 200.

Where monthly inventories of packing material on hand are taken this comparison and check can be made monthly.

A comparison of a number of depositories indicates that the cost of the accounting or bookkeeping department should run about 1.99 per cent of the gross profits.

*Editorial Note.—The foregoing completes Chapter V, "Accounting," of Mr. Aspinwall's book. Chapter VI, "Recording," and Chapter VII, "Receiving and Stowing," will appear in the May issue.*

### **Kansas City Company Now Operates 250,000 Square Feet of Floor Space After Purchases and Improvements**



Here is the warehouse plant of the Central Storage Co., Kansas City, as enlarged by recent purchases. The seven-story tower building in the foreground and the adjoining one-story iron structure are located just north of the company's main six-story unit. Inclosed steel bridges will connect the old warehouses and the new. The Central company now operates nearly a quarter of a million square feet of storage space.

**T**HE Central Storage Co. of Kansas City has announced an expansion of its warehouse facilities by the expenditure of considerably more than \$200,000 in real estate purchases and in improvements.

The property bought adjoins the company's main warehouse at 1422-1428 St. Louis Avenue, so that the operations will be brought into a single unit instead of being spread over leased properties some of them a block distant from the main plant.

The realty acquired includes a seven-story and basement building, 100 by 105 feet, at Ninth and Liberty Streets; an adjoining one-story iron building, 91 by 118 feet, on Ninth Street, and an 88-foot vacant tract which lies just east of the

main warehouse on St. Louis Avenue.

In all, 33,532 square feet of additional land was bought.

The combined properties, near the center of Kansas City's Central Industrial District, have a frontage of 191 feet on St. Louis Avenue, 300 feet on Liberty Street, and 193 feet on Ninth Street. They contain about 52,000 square feet of ground.

#### **Exceptional Trackage**

There will be virtually every combination of railroad switch trackage that it is possible to have. Cars can be set so as to be unloaded directly onto trucks or into the warehouse at one setting. They can be unloaded onto docks from the ends of the cars. Cars can be placed

side by side for transfer from one car to another, and open top coal or gondola cars can be unloaded by the company's electric crane. This combination of trackage is unusual. There will be level trackage for eighteen cars at one setting, with inclosed docks on both Ninth Street and Liberty Street.

The Central company now operates approximately 250,000 square feet of modern warehouse space and handles, stores and distributes more than 4,000 different items of raw and manufactured products. During 1925 the company handled more than 45,000,000 pounds of such products into its warehouses and distributed from the plants more than 40,000,000 pounds, according to W. A. Sammis, secretary and manager.

**Now—the Only Reference Manual That Completely Covers the Business Relationships of This Important Industry—**

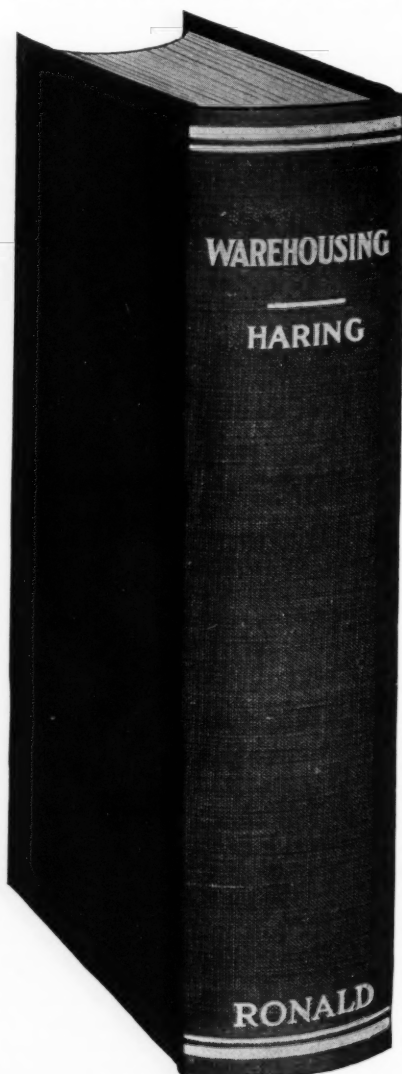
# Warehousing

**Trade Customs and Practices; Financial and Legal Aspects**

**By H. A. HARING**

**T**HIS new volume is packed from cover to cover with essential information on the merchandising, transportation, banking, legal, insurance and similar relationships of the warehousing industry.

It brings together in convenient form data for which the owner of goods, the banker who loans, and the underwriter who insures have until now looked in vain.



**Covers Warehousing Relations for**

Agricultural Products, Grain, Cotton, Wool, Tobacco, General Merchandise, Raw and Manufactured Products, Household Goods, Railroad and Wharf Storage, Yard and Ground Storage, Cold Storage, Municipal Storage, Custom House Storage, License-Bonded Storage, Etc., Etc.

There has been, for example, no means by which they could judge and compare the fitness for their purposes of warehouses in distant parts of the country. There has been no organized information on warehouse customs, the basis of charges, the laws by which warehouses are governed, the facilities they offer, or the business relations of the warehouseman and those whom he serves.

The publication of WAREHOUSING makes all such data readily available.

Every warehouseman will want a copy of the book. In addition, all those to whom warehousing is a necessary adjunct to their work—manufacturers and merchants, their sales and advertising managers, railroad executives, members of commodity exchanges, bankers, and insurance officials—will find it a reference volume of value second to none in their offices. For details, see inside pages.

## **Some Questions on Which Warehousing Supplies Needed Information**

What states have set up a Guarantee Fund for protecting the integrity of cotton warehouse receipts?

What condition in the American wool industry has prevented the organization of a trading exchange? How is that condition being remedied?

What is the primary purpose of custodian storage of farm produce? How can this method of warehousing be utilized in manufacturing? Does it meet with the approval of the Federal Reserve Board?

How have Texas freight rates and the "Texas Common Point" principle affected merchandise warehousing in that State?

What are the four qualifications required by the Federal Reserve Board to make commodity paper eligible for preferential rediscount rates?

What is the purpose of the "Consequential Damage Exemption Clause" in cold-storage warehouse insurance?

Can you explain how "Warehouse service clips the wings of distribution cost"?

What important advantages has a public warehouse over a private storage building?

How do the costs for warehousing on the municipal docks of New Orleans and Seattle compare with warehousing costs in New York?

In endorsing a negotiable warehouse receipt, what does the endorser warrant? In cases of transfer of title and partial delivery, what three legal fundamentals must the warehouseman keep in mind?

What factors other than storage space must be considered in calculating the storage charge? What is the "Massachusetts System"?

When used as collateral, why do many bankers prefer the non-negotiable warehouse receipt?

In insuring warehoused hardware, if cutlery is specifically excluded, what is the effect upon the rates?

What is a "manipulating" warehouse? Where are such warehouses located?

What is a "license-bonded warehouse"? In what respect does it differ from an internal revenue or customs bonded warehouse?

What are the four chief reasons for "mixing" grain in storage? What benefits accrue?

**PRICE \$10.00 PER COPY.**

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**249 West 39th Street, New York City**



# Public Warehousing and Economic Distribution

## Number 13

### Gearing the Sales Policy to the Demand for Quick Turnover

By H. A. HARING

HOW the mobility of the manufacturer's goods may be increased by utilizing the public warehouse method of distribution is the theme of this month's article by Mr. Haring—the thirteenth of his series under the general title "Public Warehousing and Economic Distribution," written for the information of sales and traffic managers—both those who do route their goods through the commercial storage plant, and for those who have not yet come to recognize the

money-saving benefits of that method of getting their commodities to market.

"Merchandise is 'liquid' only when it can be quickly put into the hands of a customer," Mr. Haring points out. "Then it is mobile. Goods in factory storage, or goods far from the market, are 'frozen merchandise.'" He adds:

"The use of public warehouses creates the possibility of more rapid turnover; it demands less volume of stocks for wholesaler

and retailer; it moves manufactured goods more quickly from factory ownership into dealer ownership."

The fourteenth article of this series will appear in the May issue, and there will be others in the months ahead, touching on storage, freight rates, warehousing accredited lists, the jobber problem, less-than-carload lots, State laws, and a variety of kindred fundamentals—a storehouse of information for the national distributor.

THE word "turnover" scarcely existed in the business man's vocabulary thirty-five years ago at the time when public merchandise warehouses were beginning to appear. Today its meaning is understood by the most out-of-the-way cross-roads storekeeper.

In those earlier years both wholesalers and retailers were content to keep merchandise on hand for six months, as "an active line," and they regularly stored away in basement or attic Christmas and other seasonal goods for eleven months. Such a method, if tried today, would be ruinous.

This changed method of conducting business has led to the much bewailed hand-to-mouth buying, otherwise bemoaned as small-lot buying. The manufacturer, or jobber, who is not prepared to meet the new situation is as much out of date as though he used a wallet for his cash rather than a bank account. The time long ago was passed when national distribution could be maintained from one central shipping point, however fortunately located that place might be. Nor is it longer possible to at-

tain adequate distribution from three or four spot stocks, as was the rule ten years ago, for the simple reason that every community demands overnight shipments.

Business, indeed, has shifted gears. The manufacturer who has not geared his distribution to the new speed must expect to fall behind the traffic. The method of thus servicing wholesalers and dealers is through storing the goods at strategic centers—either in agency storerooms or in public warehouses. In order to retain the orders of the concern that must buy often but never in big lots, the manufacturer of every commodity must match strides with the new requirements of marketing. Agency storage meets the demand, and for concerns of large volume private warehouses in the larger cities are undoubtedly economical.

But for the thousands of American manufacturers fighting for nation-wide distribution the public warehouse is the only sensible agency. It is least expensive; it is most flexible. It alone gives complete



## Public Warehouses and Economic Distribution

mobility of goods: that is, it enables the manufacturer to shift goods from market to market, to withdraw from an unprofitable market or to double volume in a developing market without advance preparation,

with pre-determined costs, with overhead absolutely under control because contracts with warehousemen may be entered and closed with no obligation upon the manufacturer extending beyond thirty days.

### "Out of Stock"

ON the last business day of May, 1925, a lady entered the principal department store of Kingston, N. Y. "Show me your X. refrigerators," was her request.

"This way, madam," as the salesman opened up one of the size she named; but shortly his glib demonstration was interrupted with:

"But these aren't the X. make—they've a different name-plate."

"That's right, madam. I'm sorry. But the fact is that our stock of X. is cleaned out. We had——"

"You advertised X. Why haven't you them? Why did you run a big ad and then not have the refrigerators? That's throwing money away."

In commenting to me later on this incident, the proprietor of the department store said:

"Advertisers never know how often they do throw away fifty cents of their dollar. Just take this case. In April we got in two carloads of X. refrigerators—twice as many as we had ever sold in one season. But they sold us on an attractive advertising tie-up in the Kingston papers. It worked, too, for we've done a fine business for them—too fine, I guess, for we haven't had one of their refrigerators on our floor for more than a week, and we can't get them. Their New York branch doesn't carry a stock, and the best we can do is to accept a factory shipment. That means another carload because the freight's heavy, with the factory somewhere out in Michigan or Indiana. I'm afraid to risk it for a whole carload, for there's a big chance that they'll be slow shipping and we might not get them before the middle of June. By that time, you know, the demand may be over."

"Does that mean you lose all the refrigerator business?" I asked.

"Not on your life. X. isn't the only maker. We found we could get refrigerators aplenty from Y., the other line we carry. They shot us some from Albany warehouse. We got them onto our floor before the morning customers showed up. That's why I said that fifty cents of the advertiser's dollar is thrown away: they spend good

money and a lot of brains to create a fine consumer demand, but haven't any brains at all when it comes to delivering the goods."

Kingston, where this department store is located, is the key market to the Catskill Mountains with their hundreds of summer resorts. This same proprietor told of another instance,

### A Suggestion to the Warehouseman

IT will repay public storage executives to place these articles by Mr. Haring in the hands of shippers who comprise the present patrons and potential customers of the warehouses.

At only nominal cost reprints are available for distribution to shippers on your list. A line to the business manager, A. K. Murray, will bring you details as to the prices.

Many of your competitors are building business in just that way with these reprinted Haring texts.

occurring the same week, which illustrates that "It's no use to advertise if the order'll swamp you," to quote his own expression.

His concern represents the C. floor covering. Within a single week a Metropolitan Opera star, whose name is world famous, ordered six rugs of a single design for her porches, and another customer, whose "cottage" is one of the finest in all the Catskills, ordered five of the same make but also of a single pattern. Both orders were for "stock" sizes and "stock" patterns, but, naturally, the dealer had not so many on hand. In both cases, he promised to telephone the New York agency of the manufacturer, and he assured both customers that he would make delivery at their mountain homes within three days.

The New York agency, however, was unable to supply the rugs, although it was then only the beginning of the summer season. It was neces-

sary to telegraph the factory, located in St. Paul. Days dragged into weeks, the weeks stretched into five.

By that time, the dealer found, both customers had covered their porches with competing goods, each having taken care of himself after one or two unsatisfying telephone messages to the dealer.

"Faulty distribution" deprived these two manufacturers of a comfortable sales volume after reputation and advertising had built up a consumer demand for refrigerators and porch rugs by brand names!

These manufacturers had failed to shift their gears of distribution to suit the speed of 1925 in marketing. The local dealer, be it noted, did not lose in the case of refrigerators, although he did with the rugs. Of the porch rug maker he said "Either they'll take them back or they'll lose our account."

### Warehouse Movement of Goods

WITHIN ten or fifteen years the public merchandise warehouse has vastly changed. The warehouse is no longer principally engaged in storing large quantities of goods for three or six months. It is really a distributor of goods.

"The modern warehouse is a symbol of movement," said Col. P. L. Gerhardt, vice-president of the Bush Terminal Co., New York, to a Rochester audience of advertisers, "and it is just as much an instrumentality of transportation as the freight car or the motor truck."

It is high time that warehousemen should stress this idea. The warehouse moves goods to the consumer quite as quickly as the railroad. Through its trucking services, the warehouse renders much the same sort of service the carriers do. We need to get rid of the thought that warehouses store goods and do nothing else—for warehouses move goods to market.

The hundreds of millions of railroad investment cost the shipper nothing until he wants to use some railroad facility. Then, in an instant, all the investment and all the employees of the carriers become available on a

## Public Warehouses and Economic Distribution

piece basis. The shipper purchases the railroads' property and services when he wants it, but not a moment sooner; he gets it in the exact quantity he desires; he pays only for what he uses. The railroads are like a vast standing army, maintained by some one else, but available on demand to anyone who needs them.

In much the same manner, stand our public warehouses in readiness to distribute the goods of any manufacturer who wishes to speed up the movement of what his factory makes.

### Integrity Essential

WITH the public warehouses, however, the building structures are not the most important thing at command of the manufacturer. The integrity of the management is more essential; the personnel, organized and trained to serve the manufacturer, is most essential. The organized staff and the local experience of the public warehouse offers a chance to expedite the movement of goods to market—a maximum of expert service at a cost that may be pre-determined.

Pool car distributing is not the extent of how the warehouse moves goods to the market. The advantages of consolidated shipment of small lots, with economies in freight and in other items, may be extended to goods stored for a time in the warehouse. The manufacturer can thus secure all the privileges of diversion in transit, reconsignment en route from factory to customer, as now he enjoys with carload freight movement, and all the time his goods are traveling toward the market.

Goods can hardly attain the mobility of cash. Money on deposit may be transferred anywhere as speedily as the mail will carry the draft against it, but this is chiefly because that draft may be converted into cash at any banking window. Merchandise is not thus interchangeable.

Yet by holding spot stocks at enough localities, the manufacturer may so increase the mobility of his wares that every sales outlet in the whole country can be supplied with fresh goods within a few hours. It results that the manufacturer's shipping department, with warehouses as agents, can deliver simultaneously at fifty places. The telephone or the air mail puts goods into motion, not for a long journey over the railroads but for a few

hours' truck or package-car movement to a customer, before his order gets cold.

When a banker scans a financial statement in order to rate the standing of the concern, he mentally adds together the cash and the accounts receivable, which to his mind constitute the "quick assets." Against them he offsets accounts payable for supplies and payroll, together with the total of borrowed money. The net difference is the "net quick assets." This item is his basis for judging the solvency of the company, or its credit rating for a loan.

This principle is known to all borrowers. What all do not seem to grasp is that mobility of merchandise is just as essential to preserve "credit" in the market as liquid assets are to maintain credit with a bank.

Merchandise is "liquid" only when it can be quickly put into the hands of a customer. Then it is mobile.

Goods in factory storage, or goods far from the market, are "frozen" merchandise.

During November of the past winter a cement mill had between eighty and ninety carloads of cement caught in the railroad embargoes somewhere north of Jacksonville. The entire lot was not available for the market in Miami, although cement prices approached a premium of 100 per cent.

The cement was not mobile. It was out of the market—the market, that is, where cement was then in strong demand.

It is quite important, for national merchandisers, to hold stocks of their goods in many cities, subject to a sort of sight draft (by order upon the warehouseman), so that customers need not be delayed by non-delivery. Only thus can the marketing of a product be geared up to the distribution speeds of 1926.

Ten years ago such a statement would not have been true, for at that time a stock at St. Louis was sufficient for all the Southwest.

Today ten or twenty stocks, varying with the commodity, must supplement the St. Louis one for adequate coverage of the same territory—not that population has grown to ten times the numbers, or even that sales volume is ten times as great, but solely that distribution is speeded to a new gear ratio.

"Is our merchandise as mobile as

our cash?" might well be asked by any manufacturer of his auditing department.

A normal manufacturer, too, has more merchandise than cash—many times more. The inventory, even of such concerns as Ford or General Motors with their hundred millions of money in bank, is yet far greater than the cash assets. With less prosperous manufacturers the cash ratio dwindles. With that cash, however, goes the utmost care. The place of deposit is scrutinized, the allotment among different banks is watched, the petty cash accounts of branch managers are double-checked.

Is the same attention given to handling the manufactured product?

With hundreds of concerns the answer must be "Yes"—but for thousands of others, mobility of goods has been overlooked.

### Hitting the Mark

AN Indianapolis warehouseman, in a recent circular, has struck the theme of how to advertise the warehouses as a distributor of goods. The circular is captioned "30,000 Responded," and the story spread forth on its four pages consists of the reasons why that number of manufacturers and distributors are patrons of that warehouse combination. To read the circular makes the reader get the thrill of warehouse service as it speeds goods to the market.\*

A warehouse stock connected with each sales agency was, ten years ago, quite sufficient. Today it is wholly inadequate for nearly all lines of merchandise. A St. Louis stock is no longer fit to be called a "spot stock" for all the Southwest, because it no longer renders the quickness of delivery that Southwestern patrons demand. Sales distribution, with stock twenty-four hours away by mail, does not cover the territory; twenty-four hours by package-freight is almost too far.

As the warehouse has grown into being a distributor of goods, rather than a mere place for storage, its services have changed to correspond. It performs almost every service of the branch agency, other than soliciting orders for the goods. The sales agency

\*This circular comes from the National Terminals Corp. It is worthy the careful study of any warehouseman as a suggestion for stressing up-to-the-minute warehouse service.—H. A. H.

may still be operated from a distant city, even from the factory home office. Mail or "wire" delivery of the goods is effected by ordering the goods out of warehouse. In this fashion, the manufacturer has a connection which becomes his branch house in every respect save that of sales.

One spot stock for each agency can easily be made ten or twenty spot stocks per agency. What the market demands is thus met in a simple manner. Each community buys in small lots, it wants "a little of everything and not much of anything," but it wants that small quantity in a hurry.

Each market, in a word, insists that it is entitled to "branch house service" for each product it buys, wholly forgetting that its volume falls short of warranting that service. A branch house would not pay.

A convenient spot stock, warehoused under control of the branch agency, does meet the demands of each community.

This spot stock is made possible by public warehouses.

#### *Not a Panacea*

**W**AREHOUSE distribution is not of course the only thing in merchandising. To patronize warehouses up and down the country will not, of itself, move an article into the market. To claim so would be foolish. Equally ridiculous is it to ignore well-scattered warehouses as one method to speed up sale of goods.

One of the country's largest manufacturers three years ago opened a Cleveland warehouse. Within a year their business volume in northern Ohio more than doubled, and their salesmen reported customer after cus-

tomers who were able to get along with less of their goods in "inventory" just because it was so easy to replenish. Remember, however, that the company's total volume grew with closer spot stock.

Another manufacturer, in 1924, erected in Chicago an eight-story warehouse in a location half a mile or more from their former rented quarters. Shortly it was observed by a keen-eyed assistant sales manager that their volume in the district close to the former location was dropping off. Other makers of their line had remained at the old center for that trade in Chicago, and it was decided that even so short a distance as half a mile retarded proper service in distribution. The manufacturer has, accordingly, leased again a portion of the old premises for a small stock of the fast-moving articles of the line.

To use a public warehouse for distribution will not cure all the troubles of the sales manager. Nor is this device a bit of "small change," to be overlooked lightly.

The use of public warehouses has, however, a vital bearing in reducing the cost of moving merchandise to market. It creates the possibility of more rapid turnover; it demands less volume of stocks for wholesaler and retailer; it moves manufactured goods more quickly from factory ownership into dealer ownership.

The leading financial critic in America, in commenting on corporate annual reports as they appeared during January and February, writes thus for a financial journal:

"One thing which strikes the observer of financial affairs forcefully in reviewing the annual reports that

have thus far been published is the large amount of cash and quickly marketable securities owned by the larger corporations. The average of cash holdings at the close of 1925 was something like 40 per cent over the cash held at the close of the previous year."

As the main factor responsible for this improved financial condition, the same authority cites this:

"The improved system of distribution which has made for a more rapid turnover of goods, with a consequent reduction in the total of raw materials on hand."

That "more rapid turnover of goods" is the result of better freight movement on the railroads, to some extent. It is also due partly to the greater use of public warehouses and the warehousing principles in marketing. Warehousing is not the whole, it is not the cure-all, but it is a highly important part.

#### *Gearing the Sales*

**I**T is especially notable that our greatest marketing organizations (automobiles, electrical equipment, foodstuffs, petroleum products) have largely expanded their use of warehouses, both public and private, within the past two years.

Lack of knowledge is responsible for the burden of high costs. It is likewise culpable for failure to distribute merchandise through the channels that give greatest mobility to goods: public warehouses.

Such lack of knowledge, if persistently held, will surely see the traffic speed past those manufacturers who do not gear their sales policies to the demand for quick turnover.

## *Electric Interests Plan 1926 Program*

**S**UCCESSFUL culmination of the first year's activities of The Society for Electrical Development in conducting a program of market development in cooperation with manufacturers of electric industrial trucks and tractors, storage batteries and accessories has led this group of manufacturers to undertake a program of larger proportion during 1926. At a meeting held recently in Cleveland the progress made during the past year was reviewed, showing that the work had been carried to a point which insured the completion of nearly twice that originally outlined. Additional companies pledged their cooperation and financial participation during 1926 and an augmented advisory committee of manufacturers was elected.

Included in the group of manufacturers cooperating through the Society in furthering a program of business

building during the coming year are the following: Automatic Transportation Company, Baker R & L Company, Crescent Truck Co., Eleveyer Electric Industrial Truck Co., Elwell-Parker Electric Co., Lakewood Engineering Co., Yale & Towne Manufacturing Co., Edison Storage Battery Co., Electric Storage Battery Co., Philadelphia Storage Battery Co., Electric Products Co., Sangamo Electric Co., General Electric Co. and the Westinghouse Electric & Manufacturing Co.

#### *Manifold Activities*

The program during the past year constituted chiefly the preparation of articles dealing with the use of electric industrial trucks and tractors in solving materials-handling problems in industry, which were furnished to editors of trade and business papers for

use in their publications. These were based upon a series of intraplant transportation analyses by the society.

During 1926 the program will include the preparation of papers to be presented before meetings of trade associations; the compilation of uniform operating data; the continuance of editorial service to trade and business papers, as well as a monthly news service to newspapers, and market analyses. It was agreed that it is desirable to adopt an industry slogan along the lines of "Move it Electrically for Less," which all of the manufacturers will use in all of their advertising copy. Effort will be made also to have this same procedure carried out by additional groups of electric materials-handling machinery manufacturers, in cooperation with whom plans for similar promotional programs are now being worked out.



# Field Storage Successfully Operated by Howells Company in Toronto

## *Canadian Firm Tells How It Develops New Business for Itself and for Local Banks*

**I**N an early issue of *Distribution and Warehousing* will appear a text indicating to the public storage industry the growing importance of field or custodian warehousing. It will be recalled that at the annual convention of the American Warehousemen's Association in Washington last December the subject was discussed by C. F. Basil Tippet, president of the Howell Warehouses, Ltd., Toronto, Canada—a company which during 1925 developed field warehousing

both successfully and profitably, particularly in connection with the storing of automobiles, wool, lumber and canned goods.

Warehousemen interested in establishing this branch of business in operating their plants will accordingly be interested in the following, quoted from a pamphlet which has been circulated by the Howell company:

**"H**AVE you ever felt the desirability, when making loans under Section 88 of the Bank Act [Canada], of having the security offered placed under the control of an independent warehouseman?

"Section 88 of the Bank Act has been of tremendous value to Canadian banks and borrowers, on the one hand enabling the banks to find lucrative and comparatively safe employment for their funds, and on the other, enabling borrowers to be readily financed at reasonable rates of interest for their temporary necessities. However, together with the benefits which accrue from the accepting of security under this section, there are very definite risks incurred by the banks with regard to the security itself, which necessitate their keeping in constant and close touch with customers and regularly inspecting the goods secured under Section 88. There is also entailed a considerable amount of correspondence and frequent reports or inventories, which must be carefully studied by the banks in order to see that proper security for the loan is maintained.

"Nevertheless, Section 88 of itself does not give the banks physical control nor unqualified title to the security pledged, with the result that they are at times faced with losses through their security becoming reduced without their knowledge. The result is that the bank frequently finds it necessary to refuse business, because of these unsatisfactory features of security taken under Section 88 of the Bank Act.

"Because of this want of physical control while the goods are on the premises of the borrower, goods are frequently removed to a warehouse and the loan made upon a warehouse receipt, under section 86 of the Bank Act. A warehouse receipt as security is obviously better

than a pledge of goods under section 88, for the reason that a warehouse receipt gives absolute title to the bank, without the goods being subject to any liens (except storage charge), whereas goods pledged under section 88 are liable to a prior lien on account of unpaid wages and sales tax, and moreover are controlled by and subject to the honesty and vigilance of the borrower. The relief regarding sales tax, afforded banks by warehouse receipts under section 86, is worthy of consideration.

"There are two ways in which warehouse receipts can be made out—(a) as a negotiable document transferable by indorsement or (b) non-negotiable document made out direct to the bank. The title of the holding bank to the goods, in either case, is unquestioned.

### *Simple and Reliable*

"By a system of 'field warehousing' it is now possible and practicable for banks or other lenders to obtain complete physical control of goods which are still held upon the premises of borrowers, through warehouse receipts. The system is both simple and entirely reliable from the lender's point of view and has some distinct advantages for the borrowers. The Howell Warehouses Limited is the only company in Canada operating such a system.

"A lease is taken by our company of such portion of the borrower's premises as may be required. Partitions are erected, if not already in place, signs are posted and the leased space properly separated and secured by lock and key against any interference by any person not in our employ or representing us, and the leased premises made a branch of our regular storage warehouse. One of our representatives, fully bonded, is

placed in charge of such leased space, having authority to receive goods on our behalf which have been placed under our charge. Warehouse receipts, in whichever form desired, are then issued by us to the bank granting the loan on the goods. Accurate records are maintained by us of all goods taken into our custody and of all goods released upon order, and we verify our inventories of goods on hand by regular physical counts at stated intervals.

"Release, when desired by the borrower, is effected only on an order from the bank. The bank, having signed the order for release, passes it on to us and we instruct our representative at the borrower's premises to release the goods. If a negotiable warehouse receipt is used, the receipt itself is surrendered by the bank, or is produced by it for indorsement of part lots released; if a non-negotiable warehouse receipt has been issued direct to the bank, the releasing order, signed by the bank, is sufficient.

"Both large and small manufacturers have found that the system is of great assistance to them. Any manufacturer or merchant can now go confidently to his banker with as good security as the largest in the business, because the bank has an absolute guarantee that behind every warehouse receipt there is a well piled, accurately counted and frequently verified stock of specific goods, which is under the bank's absolute control until the loan against it is repaid. Warehouse receipts and instructions for release of goods are issued from our head office only, where we keep complete continuous inventories of such stocks, in addition to the inventory which is kept at the field warehouse.

"Anything that is susceptible of physical custody and delivery is available for



field warehousing—whether raw materials, semi-manufactured goods or completed products, canned goods, beans, cheese, grains, and other commodities, ore on the dump or in bins, iron pipe and other metal products, cotton, wool, lumber in the rough or finished, and manufactured products of all kinds—in fact, the list is practically unlimited. And at no time is it necessary to remove the goods from the premises of the borrower in order that the bank may hold absolute control of them.

#### Some Advantages

"Benefits Accruing to the Borrower—From the viewpoint of economy the system is sound, as one of the most vital conservations it effects is the elimination of unnecessary transportation and other storage charges. Before the days of field warehousing, manufactured goods had to be shipped to the city pub-

lic warehouses for storage, for the simple reason that this was the only way in which warehouse receipts, as security for loans, could be obtained. This entailed a certain amount of extra labor and expense for packing, labelling, handling, hauling, freight and storage charges, etc., before they were in proper condition to go into storage. Under our field warehousing system, the goods remain actually on the premises of the borrowers, but are moved into our field warehouse section until they are released, and their value as collateral, without such added expenses, is as great as if removed to an ordinary storage warehouse in the old way.

"Our bonded representative, whom we place in charge of the warehouse, is a trained stock-keeper with ability and experience, which often proves invaluable to the borrower. For instance, as part of the service which we render, if the

borrower should require to have independent tests or verifications made of either quantities or qualities of shipments, outward or inward, these can be made and certified to by our bonded representative as an outside authority. In this way, and in other ways, such as by acting as shipping clerk, regular storekeeper, time clerk, etc., for the borrower, the cost of our field warehousing service is very considerably reduced.

#### Releasing the Goods

"Release—Our field warehousing system does not hamper the borrower in making free and legitimate use of the goods which may be thus placed under our charge, as these can be released as quickly as the necessary authority is obtained from the bank (but of course not until then) and that depends upon the financial arrangements between the borrower and the bank."

## Arizona Company Builds Business With Its Motor Truck Fleet

### How a Warehouse Firm Shares in Developing an Industrial Center

WITH a fleet of fifty trucks of various sizes, the Arizona Storage & Distributing Co., Phoenix, has been making an enviable record on the long haul by motor vehicle. During a recent month one of the company's new vans made a household goods delivery in Los Angeles after a journey of some 500 miles.

With the advantage of loading the goods only once—at the door of the house of the owner of the goods, in Phoenix—the entire trip to the coast city and return was made in four days and a half.

This load was carried by a Moreland 3½-ton truck with an old engine made over in the warehouse company's shops. It was driven through by Tom Ritchie, one of the firm's best men, and the job showed a fine profit to the

company—as well as being economical for the owner of the furniture.

One of the well-established routings of the Phoenix company covers the delivery of oxygen drums to various mines from the Arizona Oxygen-Acetylene plant in that city. The distances run as high as 250 miles, over the excellent mountain roads for which Arizona is becoming nationally famous. The business is a constant one, the product being used in large quantities at the smelters. This is a two-way haul, the drums being only ten pounds lighter when emptied of their contents. A new trailer of the two-wheeled type, designed in the storage firm's shop, carries twenty-eight drums, giving it a big advantage over the four-wheelers previously in use.

COTTON bales and cotton seed furnish business of tremendous bulk throughout the Salt River Valley, and the Phoenix company is equipped with a large fleet of special trailers which make it possible for these products to be moved in loads of exceptional size. Some thirty ginning companies operating in and about the city depend entirely on contract transport.

The Arizona company has been playing a big part in making Phoenix the great industrial center of Arizona. It was a line of this firm's trucks passing along the famous Apache Trail that gave the inspiration to the following lines taken from the winning poem in the contest arranged last year by the Clark Equipment Co. of Buchanan, Mich., on

PUBLIC warehousing is not confined to the big cities, either East or West. The average man who has never been to Arizona imagines the State as more or less of a desert region. The 1926 Warehouse Directory lists only a dozen storage companies in the whole State.

Here is a tale of "things doing" out in that so-called desert region—a story of some of the current achievements of the Arizona Storage & Distributing Co., Phoenix, as told by a writer who recently visited the firm's warehouses and inquired regarding its operating methods.

the subject of "Transportation," illustrated by the famous Maxfield Parrish painting:

"Mark the steady power  
As they scale the falls—  
A line of trucks  
Along the canyon walls."

And—

"Foot of the elephant, the camel's hide,  
The horse's heart, the burro's nerve:  
The ancient pack train, vastly glorified,  
Served in one truck, that every purpose serves."

"Sweep all the rest away  
As but tokens of glory;  
Pack the needs of today  
On the truck and the lorry."

The modern truck is then likened to the Biblical Leviathan, and the supplanter of the locomotive, and the apostrophe closes with this bit:

*"And now the monster climbs and hangs  
On the edge of a cliff; or plunges  
With a few good-natured grunts and  
lunges  
Into a sandwash and out again,  
Over the road to the haunts of men;  
Lumbering by, like a clumsy colt,  
Strong and willing, and thoroughly broke,  
Swift to serve and slow to bolt."*

One of the keynotes of the success of the Phoenix company is the essential "Attention to detail." As an example:

Two items that have figured big savings in actual figures on the books are the Standard grain stacker and the Beebe Bros., Seattle, Giant hoist. The stacker has reduced the labor cost per sack, on grain, from 1½ cents to a half-cent. The Beebe hoist, a combination capstan and deep sea drag, makes it possible for one man to lift a 10-ton safe and hold it steady anywhere, or for two

men to pull a 3½-ton truck out of the deepest ditch—like a captured sea monster.

Every move is made to serve two purposes if possible. Nothing is done by hand that can be well done by machinery. The best mechanism is installed; the best mechanical care is given every moving part.

#### "Scar Face"

The personal element in the company's operations reflects something of the old days, and a little of the old-time affection for Dobbin has been transferred to the big trucks under the yard care of Joe Miller, to whom a horse is still a horse.

"Old 'Scar Face' here"—Miller referring to a motor truck—"does everything but whinney for oats"—and goes on to explain reminiscently how the truck got its name through an accident to the radiator while the paint was still new on this giant vehicle.

Incidentally passenger service with the trucks is not an unknown instance in the Phoenix company's business. Last season 2000 Mexican cotton pickers were brought in—dogs, bags and parrots included—without accident. The haul was a night-and-day one, heavy trucks from Phoenix meeting the smaller ones at Yuma every day on a regular schedule. For this self-loading freight \$12.50 a head was contracted to the Arizona firm.

## Warehouse Service to Fit!

By BEN S. BROWN

### Kansas City Company Builds Profits Through Automotive Knowledge

TWO former motor car distributors in Kansas City—E. P. Moriarty and J. F. Moriarty, now operating the Globe Warehouse Co. in that city—have during the past year profitably provided merchandise warehousing service for the automotive industry. They have accomplished this through the utilization of their storage and other facilities by motor car manufacturers inaugurating distribution in the Kansas City territory without sufficient volume either to justify the establishing of branches or to interest independent distributors.

The Moriarty brothers were formerly engaged in the motor car distribution business in Kansas City—continuously from the fall of 1901. Until a year ago they handled passenger cars for manufacturers.

For about twelve months, as operators of the Globe Warehouse Co., they have been successfully working out their new idea—applying to merchandise warehousing their knowledge of the automotive field.

Local motor car distributors use the Globe warehouse for storage of excess stocks, drawing therefrom as needed. A company dealing with automotive financing concerns uses the warehouse for repossessed cars and maintains office space there. Several firms manufacturing or distributing Ford specialties also maintain office space and make use of the warehouse company's storage and handling facilities.

The features which attract automotive accounts to the Globe warehouse are:

1. Storage space is paid for only to the extent used.
2. Office space may be expanded as required.

THIS is the story of how a Kansas City storage company performs merchandise warehousing service of a specific character for a particular line of trade—the automotive industry. By assisting motor car manufacturers to develop business in the Kansas City territory the warehouse firm at the same time attracts profitable accounts for itself.

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3. The Globe company's employees fill orders from stocks, either delivering locally, or shipping, as may be indicated by the company's customers.

This is merchandise warehousing service particularly designed to meet requirements of a particular industry—in this instance the automotive trade.

"There are many car or equipment distributors," to quote E. P. Moriarty, "who are not in a position to establish branches in new territory or who are not able to make distributor arrangements.

"We are working out now a modified branch or modified distributor program whereby such manufacturers can introduce their goods into the new field at small overhead expense, and so build up their business to the point where a regular distributor contract may be made, or a branch established.

"Our program is extremely flexible. A car manufacturer may, for instance, travel a single factory representative who may have his territory headquarters in our warehouse. Cars are stored in the warehouse, for immediate delivery on orders from this representative.

"A parts department also may be set

up in the warehouse, shipments being made by the warehouse organization on order as agreed upon, just as with other commodities.

"The next step in such a program is the adding, by the factory representative, to his sales organization.

"As another phase, the factory may make arrangement with the warehouse for the latter to handle a certain amount of the sales work; the warehouse itself may hire salesmen and route them. And the warehouse is in a position to provide display facilities for the cars or the equipment.

"As soon as the new territory has been opened, the factory can establish its own branch, or an independent distributor can take up the cars—the manufacturer still using our warehouse facilities as far as desired, or moving to a separate building if desired."

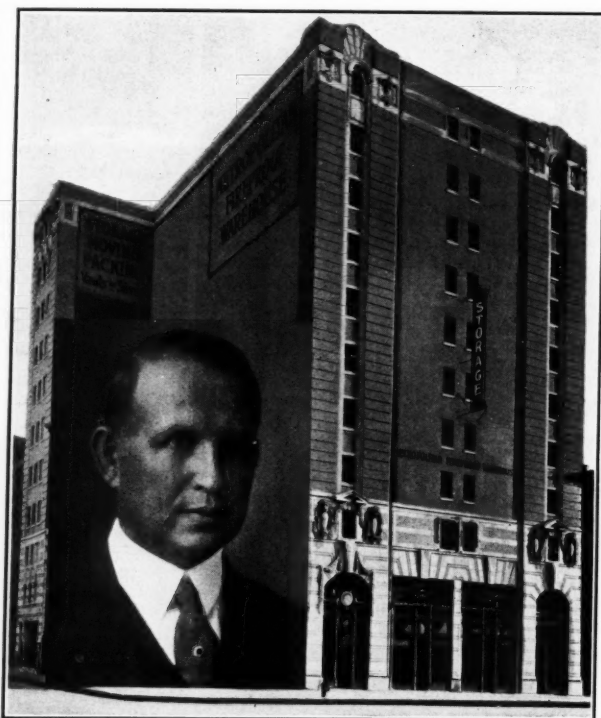
The Moriarty brothers are particularly interested in the possibilities of such a method of distribution for motor cars because of their long experience in distributing under the previously normal method. Perhaps the handling of automotive equipment would not be so congenial to warehouse men who have not had such a background; but in such cases the use of normal storage and distributing facilities would still be available for the commodity, the factory supplying its own sales machinery.

The basis of all proposals by the Globe company in this field of activity is of course the warehousing of the cars and equipment. Additional service—either selling at the warehouse, or managing sales, or organizing a sales force, or developing a retail organization in the territory—is charged for as arranged.

# Let's Take the Old Family Album Out of Storage!

No. 1

Charles S. Morris

*Door of Success Yields to Ten-Cent Key in Hands of Former Office Boy*

*This is the house that Charles built—and here's the man who was the boy who used to sell matches on the streets of Philadelphia*

**A**TEN-CENT key opened the door of success to Charles S. Morris. At the age of nine young Morris was selling matches on the streets of Philadelphia, his native city. At twelve he was office boy in one of those huge storage warehouses where are deposited for safe keeping the household effects of certain restless folk who go to Europe in the summer or to Palm Beach in the winter. At twenty he was seized with a desire to live in New York, so he wrote to Solon Winterbottom, then head of the Metropolitan Van Co. on the present site of the Knickerbocker Theater, and asked him for a job. In due time he received a reply suggesting a personal interview, so he borrowed ten dollars to make the trip from Philadelphia to New York, and Mr. Winterbottom put him to work sweeping floors at ten dollars a week.

Young Morris had ideas. As time went on he frequently ventured suggestions to his employer, but usually he was squelched; or, at least, ignored—for Mr. Winterbottom

himself had risen from the ranks to a place where he owned his business and he was thoroughly satisfied that life could hold, for him, no further advancement.

At that time goods were stored in great dingy bins, everybody's together, and it was the boy who swept the floors who finally conceived the idea that if the rooms could be divided into compartments, with a lock on each individual door, the space-salesman would have a talking point with which to impress prospective customers. The "boss" derided the suggestion at first; but, after thinking it over, he grudgingly consented to try it out—providing that the locks did not cost him more than ten cents each.

The lad Morris worked overtime for four weeks, making metal tags for the keys, twenty-nine in number, and fashioning a key rack out of an old picture frame which he lined with red flannel and small brass hooks. When the "boss" saw the frame he exploded and threatened to throw it out of the office because so much time had been wasted on it.

The key didn't turn but the worm did. Morris decided to go with the keys, but he stayed after a heated argument which resulted in the frame being hung in the front office.

The innovation proved to be an immediate success, and, years later, Mr. Winterbottom, recalling the incident, remarked that young Morris was the first person to convince him that someone else besides himself might have brains—and use them. When Mr. Winterbottom died, in 1907, he left Morris, by that time promoted to assistant, a third interest in the firm. Later Morris bought the remaining shares from his employer's widow.

The present home of the concern is the new Metropolitan Fireproof Warehouse, Inc., on Amsterdam Avenue at Eighty-third Street. The building is twelve stories high and has the solidity of a First National Bank. Morris has become an important factor in public life. He is a prominent Rotarian and he was the first president of the National Furniture Warehousemen's Association, the parent organization of the household goods storage industry—the highest honor in America which that industry bestows upon a man. He has a pretentious suburban home in the Flatbush section of Brooklyn, and a private office that is as plutocratic as any bank president's.

And just outside of this office stands the descendant of the improvised key rack. It is a mahogany case containing 1,095 keys, each representing one of the vault-like compartments wherein may be stored literally a fortune in rugs, valuable paintings, jewelry and silverware.

And out of the experience of his career this office boy-president has evolved a motto:

"Find yourself and then someone else will find you."

—E. F.



# TWO BITS

Vol. VI. No. 10

## A Bit Here, A Bit There

Gotham, April, 1926

### Our Philatelic Dept.

SOME spoofer writing in the "Burlap Bag" dept. of *The Furniture Warehouseman* makes allusion to the statement published in the Directory (Jan.) issue of D&W to the effect that Ye Ed.'s "private failing is philately." The "Burlap Bag" correspondent shouts:

"Oh, boy, why didn't you let us know long ago? Why, dear Cousin Kent, we have one of the finest little collection of stamps and labels in this office that ever was. What address shall we send them to? And, cousin, in your study of philately, what have you learned about 'tax exemption'? Many tired business men, friends of yours, would appreciate a little information on this subject at this particular time. Give this philately (meaning exemption from tax) a little publicity instead of so much privacy."

Our response is that Ye Ed. is wearied of being applesausaged on a/c we are a philatelist & it is about time the storagers' industry learned that philately is 1 of the most dignified & relaxatious hobbies in the spotted history of civilization. We are going to take the foregoing spoofer at his word & disclose something as to just what philately is:

In the 1st place, philately does not mean "exemption from tax," as the uninformed spoofer asservates. The original Greek word from which "philately" takes its current meaning, does mean "exemption from tax," but "philately" means "the collecting and study of postage stamps, stamped envelopes, or the like, of various issues; stamp collecting." Hence if the "Burlap Bag" spoofer expects to get some advice as to how to dodge his income tax he should go to somebody besides a philatelist.

Little does the storagers' industry—and least of all the ignorant "Burlap Bag" spoofer—realize that the philatelists of America, including California & Florida, are numbered in the millions, & they include U. S. Senators & Representatives, Army & Navy officers, clergymen, physicians, college prof's, merchants, millionaires, authors, editors, mfrs., U. S. Gov't officials & Ye Ed. of *Two Bits*, & abroad, kings, queens, princes, emperors, etcetera. We know a-½-a-doz. storagers who are devotees of the hobby, & we know at least a score (20) of other storagers whose sons or daughters are philatelists.

Little does the storagers' industry—outside of storagers who are philatelists—know that the philatelic values of postage stamps range from a fraction

of a ct. to more than \$40,000 for the rarest stamp.

Little does the average storager realize that a study of philately is a simultaneous study of religion, history, the sciences and the arts, transportation, architecture, the drama, literature, printing & a 100-&-1 other subjects. That is why educators the world over approve the hobby, why physicians indorse it, and why parents encourage it.

Philately being a topic close to our heart, this mo.'s issue of *Two Bits* is undoubtedly utterly ruined by the publication of this text, but the "Burlap Bag" spoofer must be blamed for ever starting Ye Ed. raving on the subject.

Who, we ask, knows more about philately than does Ye Ed.? *The Youth's Companion* of Feb. 25 published a terrible photo of Ye Ed. but made up for it by calling us "a leading authority" on stamps—Ye Ed. having been conducting the *Companion* philatelic dept. since 1915. The mo.'ly philatelic dept. of *The American Boy* has been written by Ye Ed. for about a doz. yrs. Also Ye Ed. has been assoc. ed. of Scott's *Monthly Journal*, America's leading philatelic magazine, for a-½-doz. yrs. Also Ye Ed. wrote the chapter on philately in 1 of the current encyclopedias. Also Ye Ed. is represented with an elegant sketch (self-written) in the international "Who's Who In Philately."

All of which has made us just a bit famous in the annals of philately, so all we got to say is that the uninformed "Burlap Bag" spoofer should pick out some subject other than philately to spoof us about or else himself should 1st study up on philately so he can talk intelligently about same.

We may know darn little about golfing. We have been known to rob a caddy. We have been known to shove our hand into a cactus bush after a lost ball. We have been known to bust a rented club & say O whatever about it later. We have been accused of starting out at the 19th hole & remaining there the balance of the afternoon & then turning in a fake high score in order to cop off an N.F.W.A. tournament booby prize.

But our philatelic high-mindedness & honesty & integrity are unquestioned, unswerving, unequivocal—so much so that we would not do anything wrong beyond swapping our office typewriter for a used 2c stamp.

If any storager has any Azerbaijan stamps lying around loose please send them in & we will give 100 yrs's subscription to *Two Bits* in return.

### Our Golf Dept.

AS promised last mo. (March), we herewith this mo. (Apr.) publish an explanation as to how the game of golfing is played. We quote the following from *The Chair Man*, the mo.'ly magazine of the Murphy Chair Co., Owensboro, Ky.:

"The idea of the game is to take one of the large assortment of clubs, which weigh about 59 pounds in the shade, & knock the ball around the cow-pasture in the fewest possible number of wallops. This looks easy, as it is not at all unusual to see a small weak-looking individual slap a ball on the back and drive it so far that unless he runs after it at top speed the grass grows over it & hides it.

"The beginner will soon learn, however, that a golf ball can be hit harder & moved less than any other movable object.

"This is always a shock to the large, muscular person who figures that he can hand a golf ball such a paste that he can drive it slightly beyond the middle of next week. The common method of procedure for such a person is as follows:

"He first takes a healthy swipe at the ball, misses it completely, & wrenches several muscles in his back from the force of the swing. He readjusts himself, takes careful aim, swings like a beer sign, & hits the ground 2 feet behind the ball. After he has picked up the pieces of his club, drawn the splinters from his hands, & removed the dirt which has been scattered over his ball, he selects a new club, draws a deep breath, pulls up his trousers, spits on his hands, grits his teeth, & prepares to club the ball into insensibility. He knows that the force of the blow is going to be hard enough to burst the ball, or drive it entirely out of sight; but he is reckless & doesn't care what happens.

"And this time he hits it! He hits the little white pill square on the nose!

"Does it explode?

"No, it does not explode!

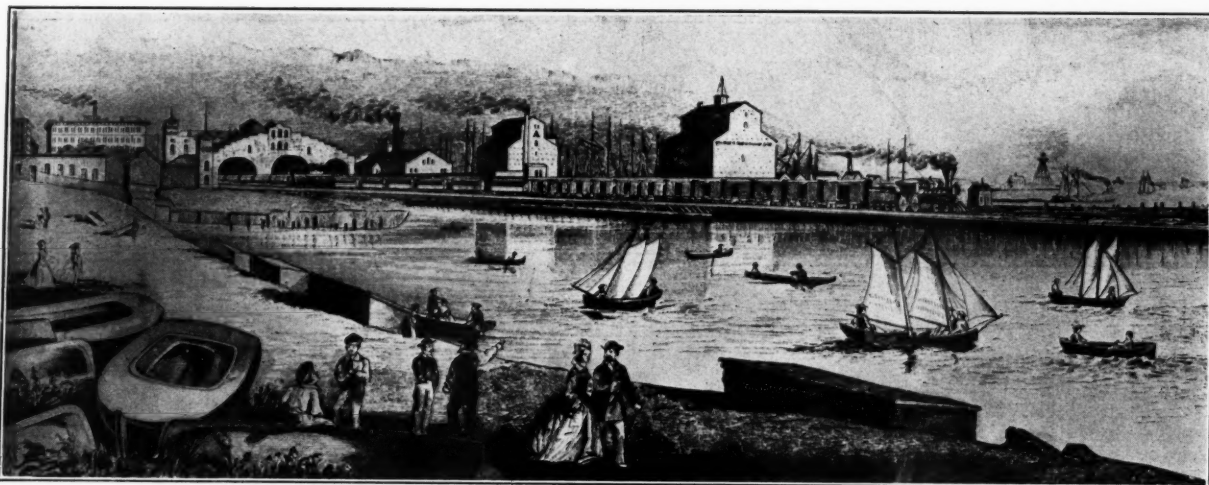
"Does it vanish into the warm summer haze which obscures the horizon? Surely it pulls some of that vanishing stuff!

"Not so that you could notice it!

"It bobs 4½ feet across the grass at right angles to the direction in which it was aimed, turns around dizzily 3 times, & then sinks weakly into a hoof-mark in the turf.

"At such moments as this, a large vocabulary is an inexpressible relief."





*The warehouse district of Chicago about the period of the Civil War*

# A History of the Warehouse

## VIII—Early America

### 8. Chicago

By  
H. H. MANCHESTER

AS was the case of several of the Western cities which were centers, first of a fur trade, and second of a forwarding business to inland towns, warehouses are found practically at the very founding of Chicago. In fact the man who was probably the first warehouseman in Chicago, was a resident of the locality while it was still Fort Dearborn, and before it was known as Chicago. He was John H. Kinzie.

His father, John Kinzie, had come to the place as the sutler to Fort Dearborn in 1804. John H. Kinzie, who was born in 1803, was still a child in arms when he was brought to the fort. He escaped the massacre at the fort in 1812, but the father was captured by the British and held for some years.

John H. Kinzie learned the fur trade at Mackinaw about 1818, was in Prairie du Chien in 1824, and two years later was secretary of General Lewis Cass. He was Indian agent to the Winnebagoes for some years, but, after coming East for a wife, the two rode on horse back from Fort Winnebago to Chicago in 1831, and settled there.

In 1833 an advertisement of John H. Kinzie appeared in the *Chicago Democrat*, announcing himself as a forwarder and commission merchant.

This, it will be noted, was at the very beginning of the city.

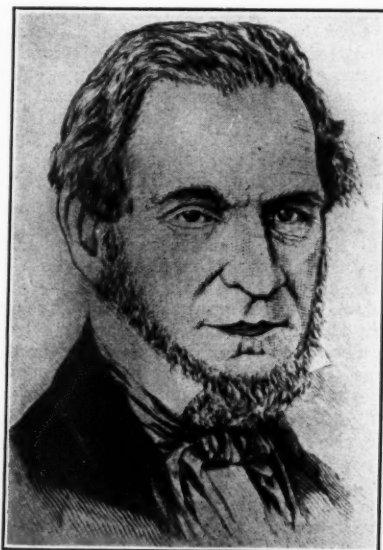
Cleaver, who lived in Chicago at that

period, wrote concerning the forwarding business as follows:

"The first forwarding and commission house was run by John Kinzie, afterward by Newberry & Dole, whose warehouse stood for years on the north side of the river, near Cass Street, their business consisting wholly, as to forwarding, in taking freight from the few vessels that arrived and distributing it by prairie schooners, as they were called, being large covered wagons drawn by four or six horses, driven by men who camped out along side of them, cooking their own corn meal dodgers and bacon, and sleeping in their wagon; these used to go as far West as Galena, which was then a large town, controlling the whole trade of the upper Mississippi, returning loaded with lead that was mined from the surrounding country."

Chicago at that time occupied a strip of dry land adjacent to the Chicago River, and along the lake. Back of the town was a stretch of low land which was covered by water to the depth of a foot or two throughout part of the year. Teams going to the West had to plod through this water for perhaps nine miles before they came to the higher prairie land.

The first attempt to improve ship-



*John H. Kinzie, Chicago's first public warehouseman*

ping conditions at Chicago was made by the Government in 1833. The river was given a straight outlet to the lake by cutting through a sand-bar which it had formerly wound around. Also piers were built to give shelter to ships.

The population in 1835 was only 3265, and the city did not really start to grow much until 1840. The trade, however, was rapidly becoming important. In 1836 there were \$325,000 in imports, with only \$1,000 in exports—a good proof of the fact that the town was as yet busy in getting settled.

In that year Harriet Martineau, the English writer, visited the place and stopped with the Kinzies. She was entertained with imitations of Indian dances. She made the nine-mile trip across the slough in order to visit the prairie, and was struck with its parklike beauty.

In 1839 a little business directory was got out for the town. In this were listed five forwarding and commission houses. One was that of John H. Kinzie and General David H. Hunter. Another famous one was that of Newberry & Dole. A third was the warehouse of Gordon S. and Henry G. Hubbard. All of these, together with John S. Wright, had warehouses on North Water Street; and there was only one on South Water Street, that of C. M. Reed.

All of these forwarding houses naturally strove to export as well as import goods, and either they or conditions were having a remarkable effect. Whereas in 1839 the imports had been \$630,000 and the exports only \$33,000, in 1840 the imports had dropped off to \$562,000 and the exports had leaped to \$228,000. Moreover, in 1842 the exports had risen until they about equalled the imports at \$660,000.

The town also was growing, increasing in population from 4500 in 1840 to 12,000 in 1845, and to 28,000 in 1850.

The forwarding business was undoubtedly brisk in 1844, for we find a number of firms advertising in that year. Among those which advertised storage, forwarding and commission, with an emphasis on storage by placing it first, were Newberry & Dole, Bristol & Porter, Horace Norton & Co., and Whiting, McGill & Co. In addition to these, other forwarding and commission firms advertising were John P. Chapin & Co.; G. S. Hubbard; Humphries & Winslow; Orrington Lint; James D. Merritt; Norton, Walter & Rogers; and Theron Pardee.

The increase in the amount of exports was due largely to the growth of the grain business. The northern counties of Illinois and the southern counties of Wisconsin were becoming great wheat belts. This was true even before the entrance of the railways, but was greatly stimulated by them.

In 1850 it was possible to come by rail from Chicago to Detroit, though it was two years later before the Michigan

<b>BRISTOL &amp; PORTER,</b> <b>STORAGE, FORWARDING,</b> <b>AND</b> <b>COMMISSION MERCHANTS.</b> CHICAGO, ILLINOIS.  <b>JOHN P. CHAPIN &amp; CO.</b> <b>FORWARDING &amp; COMMISSION</b> <b>MERCHANTS.</b> CHICAGO, ILLINOIS.  George Smith & Co., Chicago. E. S. & J. W. Wadsworth, Chicago. Nightingale & Gould, Michigan City, Ind. James Murray & Co., Buffalo. Kinzie & Davies, Buffalo. Brook & Scott, Buffalo. Wilson, Butler & Roberts, New York. George H. Hurd, New York. Vernon, Graham & Bell, New York.	<b>HUMPHRIES &amp; WINSLOW,</b> <b>Forwarding Commission Merchants,</b> <b>AND PRODUCE DEALERS.</b> Chicago, Illinois.  <b>ORRINGTON LINT,</b> <b>FORWARDING &amp; COMMISSION</b> <b>MERCHANT.</b> CHICAGO, ILLINOIS.  Produce of all kinds, purchased and sold.  Burlingame & Wilson, Buffalo. Joseph Robinson & Co., Buffalo. E. F. H. Gibson & Co., New York. Allen & Parsons, New York. Giles, W. T. & Co., Buffalo.	<b>NEWBERRY &amp; DOLE,</b> <b>Storage, Forwarding, and Commission</b> <b>MERCHANTS.</b> Foot of Clark Street, of the South CHICAGO, ILL.  AGENTS FOR THE REGISTRATION LAWS Master's Transportation Company E. Hunter & Co., Chicago. H. C. Reed, Chicago. J. R. Hall, Boston.
<b>C. L. HARMON,</b> <b>COMMISSION MERCHANT,</b> <b>AND</b> <b>WHOLESALE GROCER.</b> CORNER S. WATER & CLARK STREETS, CHICAGO, ILL.  <b>G. S. HUBBARD,</b> <b>FORWARDING MERCHANT.</b> <b>AND DEALER IN</b> <b>PRODUCE &amp; PROVISIONS.</b> SOUTH WATER STREET. Beverage Clark and La Salle Streets, Chicago.	<b>JAMES D. MERRITT,</b> <b>FORWARDER, COMMISSION MERCHANT</b> <b>AND DEALER IN</b> <b>PRODUCE AND STAPLE GOODS.</b> CHICAGO, ILLINOIS.  <b>HORACE NORTON &amp; CO.</b> <b>STORAGE, FORWARDING</b> <b>AND</b> <b>COMMISSION MERCHANTS.</b> DEALER IN PRODUCE, IRON, COAL, &c. CHICAGO, ILL. Liberal advances made on Produce. HORACE NORTON, J. C. WALTER, EDW. K. BOWEN.	<b>WHITING, MAGILL &amp; CO.</b> <b>PRODUCE DEALERS.</b> NORTH WATER STREET, CHICAGO, ILL. <b>STORAGE, FORWARDING &amp; COMMISSION.</b>  Agents: New York, Buffalo, Detroit, Chicago, St. Louis, St. Paul, Minneapolis, St. Paul, and Buffalo.  <b>LIBERAL ADVANCES MADE ON PRODUCE.</b>  <b>TERON PARDEE,</b> <b>Commission Merchant &amp; Forwarder,</b> NORTH WATER STREET, CHICAGO, ILL. Is Agent for the New York, Chicago, and Chicago Lines of steam Packets, which connect with the Troy and Chicago Lines (passage and freight boats). Barnes & Crocker, Chicago, (Proprietors). H. C. Reed, Troy, N.Y. J. R. Hall, Boston. New York, Utica, and Chicago Line, (Lake Boat &c. etc.). Barnes & Crocker, Chicago, N.Y. H. C. Reed, Troy, N.Y. Forsyth & Harrington, Utica, N.Y. W. S. Reed, 22 Canal St., N.Y. J. R. Hall, Boston.

Early advertising of public warehousing in Chicago

Central and Michigan Southern were completed between the two cities. The Chicago & Rock Island crept through the wheat belt to Rock Island in 1854, while the Chicago, Burlington and Quincy soon followed. Illinois became the greatest wheat State in the country, and five of the greatest wheat raising counties in the United States were in Wisconsin.

This wonderfully increased the grain business in Chicago, and the storage and warehouse industry there rapidly developed along those lines. In 1854 Chicago exported 2,300,000 bushels of wheat, and increased this amount to 8,850,000 in 1858. This probably made it the greatest wheat exporting city in the world, but even this amount was doubled in the next two years. This gave rise to the development of great grain warehouses and elevators which made Chicago the wonder of the country in this respect.

In the meantime the meat packing

business was coming in, and Chicago began to wrest the supremacy in that industry from Cincinnati. This gave rise to cold storage houses, one of which, the Booth Cold Storage Co., was established in 1857. The Booth company is still in operation, at 109-121 West Kinzie Street, Chicago, with houses also in St. Louis, Minneapolis, St. Paul and Buffalo.

A transfer and storage company, which passed through the vicissitudes of the Chicago fire, is the Joyce Bros. Storage & Van Co., which was established in 1859 and which is in household goods warehousing today at 6428 North Clark Street, Chicago.

The Hammond refrigerating warehouse—today G. H. Hammond & Co., at Forty-fifth Street and Racine Avenue, Chicago, commenced business in 1869; while the Gould Storage Co., now at 2217-2221 Cottage Grove Avenue, Chicago, dates back to just after the Chicago fire.

### "Refrigeration and Cold Storage"

A pamphlet worth while for the cold storage warehouse executive is "Refrigeration and Cold Storage," issued by the United States Department of Agriculture Library. It comprises a selected list of references to cold storage—books, magazine articles, convention proceedings, etc.—covering the years 1915 to 1924 inclusive and the early part of 1925, as compiled by Louise O. Bercaw of the Library's staff.

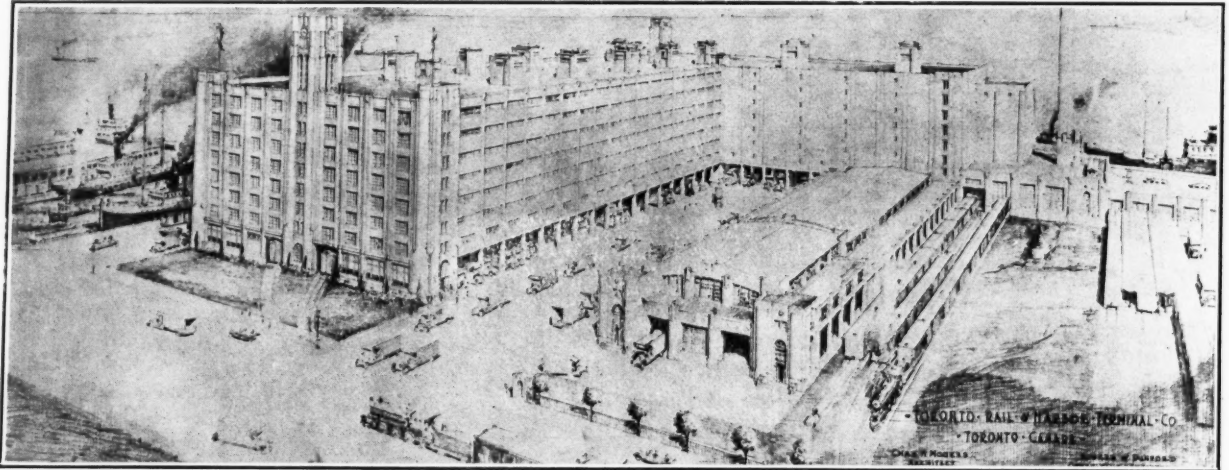
This booklet, containing fifty-eight pages, contains references to elements and principles of refrigeration and construction and equipment of cold storage plants; reports issued by the Department of Agriculture on cold storage holdings; costs, prices, rates and revenues; laws, rules and regulations; warehouse de-

scriptions; and various commodities commonly held in cold storage.

The book is dated October 5 but was placed in the mails only early in February.

### New Johnstown Company

The Johnston Terminal Warehouse Co. opened for business on Nov. 16 in a large modern merchandise storage building at Maple Avenue and Third Street, Johnstown, Pa. Located on the main line of the Pennsylvania Railroad, and of concrete and steel, the structure has direct sidings. The company plans to distribute general commodities to all points within a hundred miles of the city.



*This is how Toronto's great modern warehouse terminal will look when completed*

## Toronto to Have Terminal Costing \$7,500,000

*Warehouse Will Be One of the Largest and Most Modern Plants in America*

**T**HE Canadian Rail and Harbor Terminals, Limited, Toronto, Canada, is starting the erection of its new terminal warehouse that will be one of the largest and most modern on the North American continent. The buildings will be erected on a large plot of ground recently purchased from the Toronto Harbor Commission, with a dock frontage of a little more than 2000 feet. The total cost of this plant will be \$7,500,000.

The company was organized and developed by the Municipal Bankers Corporation, Limited, and financed by a syndicate of American bankers composed of Mackie, Hentz & Co. of Philadelphia, White Weld & Co. of New York, and Edmund Seymour & Co. of New York.

The buildings will be of modern fireproof construction, containing a gross area of approximately 1,000,000 square feet of space. Approximately 250,000 square feet of space

will be devoted to cold storage, and about 650,000 square feet to general merchandise storage. Accommodations have been provided for local representatives of distributors and importers, and approximately 30,000 square feet of office space will be devoted to their needs.

Arrangements have been made for a produce building with approximately 30,000 square feet area, and the balance of the building will be used for ice-making machinery, engine and cold storage rooms, delivery and receiving platforms, passenger depot for steamships, etc. The accompanying illustration of the perspective of the building shows the general design and arrangement.

The building will be constructed entirely of reinforced concrete, flat slab system, sprinklered throughout. All portions of the general merchandise storage part of the building will be heated, together with the general offices.

**T**HE direct frontage on Lake Ontario will be a little over 1000 feet, with a 250-foot slip at each end of the property. Ample facilities have been provided for the handling of large volumes of merchandise. On the first floor two tracks lead directly into the building, with a shipping platform raised to the same level as the floor of the car. This will permit the spotting of eight cars within the building at one time, with three

switches a day, providing a twenty-four-car capacity within the house.

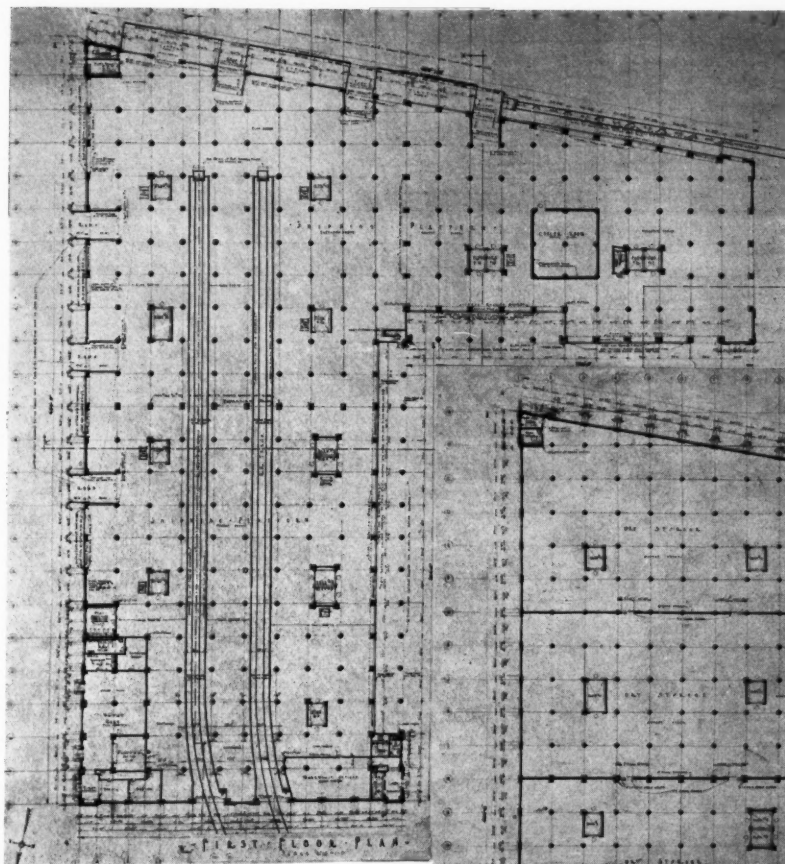
A double side track, extending along the docks and on the left-hand side of the building and between the slip and the warehouse, provides for additional spotting of ten more cars. A line of tracks on the right-hand side of the building, extending along the loading platform and the end of the cold storage building, providing three side tracks, gives an

additional spotting of fifteen cars, a total of thirty-three cars at one spotting, or a possibility of approximately one hundred cars a day.

In addition, yard tracks will be provided, including team tracks accommodating thirty cars at one spotting, giving ample track facilities in direct connection with water transportation.

The deep water docks on the property will accommodate from four to six ships,





depending on the size. Side tracks will be maintained parallel to both slips and the lake frontage.

Thirteen doors have been provided for cartage to accommodate twenty-six trucks at one time. At the right-hand side, dockage facilities have been provided with seventeen openings accommodating thirty-four trucks at one time. In addition to this, a loading platform 200 feet long has been provided to facilitate the handling of cold storage commodities. It is figured that this will give an additional twenty-truck capacity.

#### Elevators

In the rear of the building concrete platforms each fifteen feet wide have been provided to facilitate cargo handling and delivering.

The building will be equipped with fifteen Otis freight elevators of the high speed type, with self-leveling devices that will assure an even landing and maintain the car platform level with the floor while unloading. The capacity of the elevators will be from 6000 to 8000 pounds each. The elevator shafts will be provided with Peelle doors with truckable sills, making complete units of the best known type. Automatic recording scales will be provided of from 3000 to 5000 pounds each.

The general offices of the warehouse will be located on the first floor, with the accounting department on the second

floor. A pneumatic tube system will be provided between the offices to facilitate the handling of warehouse receipts and orders to the building superintendent and shipping clerks on the delivery floor. Telephone systems have been established throughout the building, and the most modern type of fire-fighting apparatus is provided.

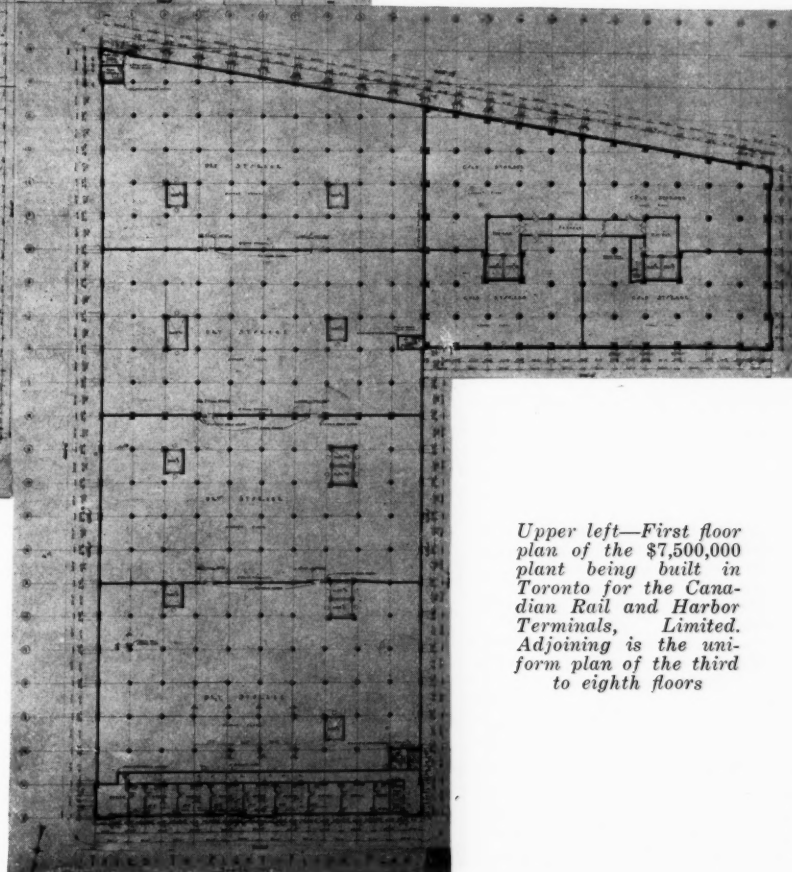
#### Truck Delivery

Particular attention has been paid to the service problem in order to facilitate the delivery of merchandise to trucks and to avoid congestion and confusion. It is estimated that several hundred trucks may be served each day without the interference usually caused by incoming merchandise both by freight and

water. Tentative contracts have been entered into with several steamboat lines for dockage, freight and warehouse service. Storage in transit will be one of the services available.

A cooling room has been provided on the first floor of the cold storage portion of the building to accommodate small fruits awaiting shipment.

The cold storage equipment will be of the highest type available. Each floor is divided into a number of compartments with temperatures varying from 40 deg. above to 5 deg. below zero. The coils have been so arranged that the temperatures in different compartments



Upper left—First floor plan of the \$7,500,000 plant being built in Toronto for the Canadian Rail and Harbor Terminals, Limited. Adjoining is the uniform plan of the third to eighth floors

may be varied, giving within economical discretion the maximum flexibility in plant operation. In the choice of cold storage equipment a high speed brine system is being installed.

The egg rooms are carefully arranged and bunker rooms will be provided with humidity regulating equipment using a portion of fresh air from the outside, assuring a constant circulation of pure air at the proper temperature. An ozone system has been provided that will connect with each compartment and will be used in addition to a special ventilation system taking pure air from the outside.

The engine room will be equipped with recording instruments chosen to assure the operation of the plant on a scientific basis. The engine room and ice-making



department will be adjacent to the cold storage wing of the building and will be modern in every respect.

An ice-making plant with a capacity of fifty tons a day will be provided to take care of the icing of cars and the use of ice on boats. The surplus will be disposed of at wholesale. An ice storage plant of 7,000 tons capacity also is being provided.

#### **Fruit Storage**

As soon as the main building is completed and in operation the loading platform on the right of the first floor will be discarded and the produce building, 100 feet wide and 280 feet long, will be erected. This will be one story high, 200 feet from the building, with the last 80 feet two stories high. In this will be included offices for fruit growers' representatives and an auction room accommo-

dating 150 people. The produce building will open directly into the cold storage building and have full access to the cooling room, with ample space for the storage of fruits in the cold storage portion of the building.

It is the purpose of this building to provide facilities for small fruit growers or fruit growers' associations to ship their products into this terminal warehouse where they may be sold to the wholesale and retail dealers of the city; or, if on arrival the market is overloaded, provide space for them to store for a few days until a better market is available.

This plant will be used also as a general market for buying from the adjacent fruit belt and shipping to other sections of the country, giving the fruit growers an opportunity properly to care for their products and obtain a fair price for

them. At the present time this fruit often comes in and must be sold immediately while unloading, which means that the growers have to take any prices offered for it.

#### **Eliminating Loss**

The rail and water connection will permit the handling of citrus fruits and winter vegetables along the same line, and will assure service to eliminate loss due to inadequate facilities.

This plant with its many departments guarantees to the city of Toronto a real complete terminal in all that the word implies. The construction work is being handled by Parklap, Incorporated, New York. Moores & Dunford, Inc., New York, have been retained as architects and consulting engineers and will provide all plans and mechanical details and supervise the construction of the buildings.

## ***This Tag-Marking Machine Was Especially Designed for Furniture Warehousing***

A SPECIAL machine for marking tags on individual pieces of household goods for storage and shipment has been placed on the market by the Bates Manufacturing Co., 20 Vesey Street, New York City. It is called "a special warehouse numbering machine for printing labels with lot numbers," and it prints numbers and dates at one operation.

The problem of properly and promptly checking in goods at the warehouse has always been a vexing one for the household goods storage executive. It has been a topic of discussion at various conventions of the industry's trade associations.

In all large warehouses, and particularly in the larger cities, the almost universal practice is to tag pieces as they are taken off the van at the platform; and this method, which is known to have so many advantages, should undoubtedly be employed by all warehouses that store household goods.

The tagging of pieces is necessary to avoid misplacing them in wrong rooms, which would result in almost hopeless confusion, controversies with customers, and possible money loss; and also to facilitate inventorying the lot so as to provide an indisputable record of the goods received, and to enable the customer to withdraw a piece or pieces from storage later by means of the piece-number. In all warehouses where this system is in use it has been found to be of inestimable value.

In the past, however, there has always been considerable cost and difficulty involved in tagging pieces because of the time taken in writing tags. It has generally been the practice to mark up a quantity of tags in the office with lot-number, using a numbering machine; making a rough guess as to the quantity that will

be required. If too many are so stamped, there is wastage of tags; if too few are stamped, the unloading is delayed while more are procured and stamped. These tags have been marked with piece-number with pencil by hand as they have been attached to pieces; and this piece-number generally has been more or less illegible at best, with inevitable duplications or omissions of some numbers.

Some months ago the problem was put up to the Bates Manufacturing Co., which has devised its new machine, which not only marks the tag at one operation with lot-number and piece-number, but also with the date, this latter feature being optional.

"The machine is so made," it is ex-

plained by the manufacturers, "that it can be used anywhere—alongside the van, on any rough bench or box. Tags are stamped with it as used, instantly and completely at one stroke, without loss of time, using the required number of tags, no more, no less, and with absolute accuracy. There are no duplicated or missing numbers and the steel engraved type-wheels print perfectly and legibly."

Several of these special machines have been sold to warehouse companies which cooperated in designing it, it is stated, and the responses have been favorable regarding its worth, some of the writers declaring the machine to be one long needed by the furniture storage branch of the industry.

#### **New Iowa Company**

The Fidelity Storage & Transfer Co. has been organized in Clinton, Iowa, and has opened for business at 101-103 Fifth Avenue with John H. Maloney as manager. Household goods and merchandise both will be stored. The company's three story and basement warehouse contains 24,000 square feet of floor space and is served with a private sidetrack.

#### **Stevens Plant Completed**

The Stevens Bros. Fireproof Warehouse, Saginaw, Mich., has completed a five-story household goods depository containing 300,000 cubic feet of space and built entirely of concrete, brick and steel, the partitions being of tile and the window frames and doors of steel. The structure is at 121-123 South Niagara Street.

#### **New Brockton, Mass., Plant**

The Brockton Public Market Co., Brockton, Mass., has plans for a fireproof warehouse at 101-105 North Montello Street. The site adjoins land now occupied in part by the Brockton Fireproof Storage Co. The market firm's building will have three stories and a basement and served with direct trackage.

#### **Goodyear Tire Warehouse**

The Goodyear Tire & Rubber Co., Inc., has authorized the erection of a six-story warehouse at Eleventh Avenue and Fifty-eighth Street, New York City—the first storage plant built by a tire company in this district. The building will be 166 by 100 ft., of reinforced concrete.

# Editorial Comment

## A Farm Man's Idea

FOR the warehouseman in the relatively smaller city bounded by agricultural territory, a path to potential new business was pointed out by M. D. Lincoln, executive secretary of the Ohio Farm Bureau Federation, Columbus, at the recent annual meeting of the Ohio Association of Commercial Haulers. This possible trade lies in the collecting of livestock, poultry and eggs, dairy products, and so on, and transporting them to the city by motor truck, and the delivering of feeds, fertilizers and such to the farmer's door.

"We are living in a highly developed age," Mr. Lincoln said. "Machinery is now taking the place of human hands and animal power. Consumers are demanding quality of produce. The farmer is essentially a producer. That's the job he knows best and he is needed on his farm to supervise those activities rather than spend a good share of his time holding the lines of a team wending its way to the elevator, cream station, or city market. A properly developed trucking system will be a tremendous factor in economizing on time, effort and expense."

Commenting that in some sections of the country cooperative associations have developed their own systems to take care of this business, Mr. Lincoln said that the farming interests would not be keen for such organizations if the recognized truckmen—who include the warehousemen operating commercial vehicle fleets—could show the farmer how adequate service by truckmen could save him money.

"If the trucking fraternity shows that it is big enough to appreciate this opportunity and organize itself to fill this coming need, it can secure the business," he declared.

How often the warehouseman's truck takes a load of goods out of the city to a suburban town—and returns empty! Yet to reach the home city on the journey back it has had to pass through farming regions where commodities were awaiting delivery to markets.

Some of the warehousemen who attended the Ohio haulers' meeting frankly admitted that Mr.

Lincoln had given them a new idea. If it was something they hadn't thought of, undoubtedly it is new also to storage executives elsewhere.

Maybe a little warehousing salesmanship among farmers would drum up a bit of trade and make the trucks earn better profits!

## Onward and Upward

THE furniture storage industry has entered the skyscraper age! In Hollywood, Cal., is being erected a household goods depository that will be the tallest building in Los Angeles. In New York City there is going up a sixteen-story warehouse that will overshadow all the other buildings in its neighborhood.

These two structures, illustrated on pages 38 and 39, reflect the industry's amazing progress of the recent years. Only a business stabilized after winning public confidence can produce such mammoth plants devoted to its needs. What a metamorphosis from the days when the lares and penates were wont to be stored in wooden barns where the atmosphere reeked with the smell of the horse!

## Tribute by "Pop"

**DISTRIBUTION AND WAREHOUSING'S** maker of verse, whom the industry has come to know as "Pop," never met the late Thomas J. Skellet in life. But he was aware of the affection and esteem held for Tom by the public warehouse industry. When "Pop" read of the Minnesota executive's passing, he paid Tom the following tribute:

### "Love Never Faileth"

Thomas J. Skellet  
In Memoriam

Let Radio her powers reveal  
As the Wonder of Today;  
But how the Light of Love Conceal  
Its Everlasting Ray?  
A shock is felt from Sea to Sea,  
(And many a Home it rocks)  
A lovely Personality  
Ten Thousand Hearts unlocks.  
Only a Spirit taking Leave—  
A Kindly Heart's "Goodbye"—  
A throbbing wanes, while Comrades  
grieve,  
Then . . . Immortality!  
"Not lost, but only gone before"  
To Life that knows no End;  
This was a Man—and Something More—  
To Every Man . . . A Friend.  
—J. McCombie Murray

## Clearing Houses

ONCE upon a time, in a business not identified with warehousing, there was a manufacturer who, when approached by an advertising representative of his industry's trade journal, spoke unintelligently as follows:

"I won't advertise with you. Your paper is a parasite on our business."

The business executive who takes that attitude toward a journal devoted to the progress of his own vocation is mentally back in the stone age. Not because he won't advertise—a man may have excellent reasons for not doing that at a particular time—but because he hasn't the vision to comprehend the constructive functions of his industry's business magazines.

There isn't a business in America that doesn't have its trade papers. Banker and baker, miner and mortician, shoe salesman and sugar grower, ice maker, agriculturist and the manufacturer of steel products, of dry goods novelties, of motor cars and parts, of radio outfits, of a hundred other types of goods that contribute to the welfare and comfort of civilized man, all have their journals busy presenting money-making ideas, "how-to-do" tips, economy-effecting suggestions, business-building articles and a large variety of other texts intended to advise, stimulate or caution. For him who will take the time to read, the printed page may create profits just as definitely as interest-drawing money in the bank.

If a business journal is a parasite on its industry, then the warehouseman is a parasite on the manufacturing world. An industry can get along without a trade paper. So can the shipper without the commercial storage plant. But neither would want to try—because the trade paper and the warehouse each serves a specific purpose in the economic scheme of things.

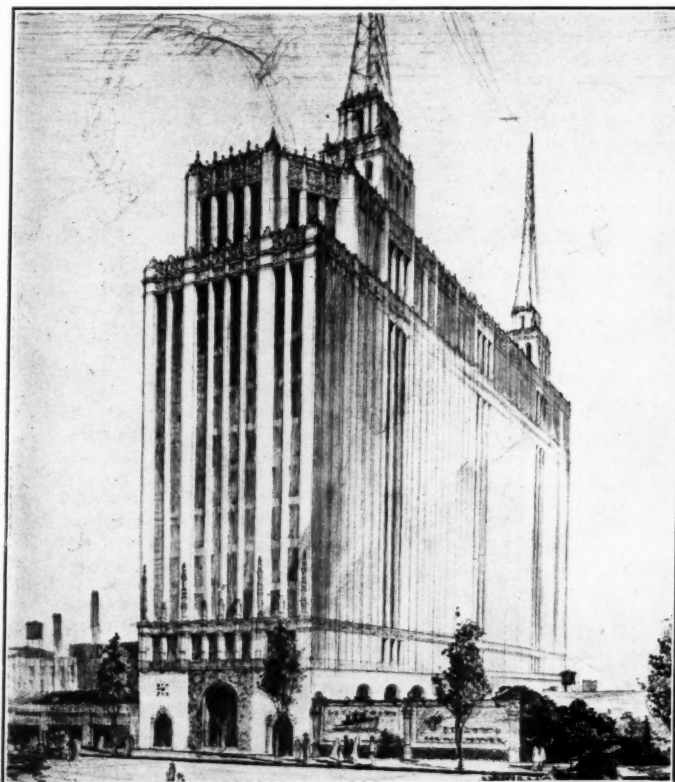
Far from being a parasite, an industry's business journal is its clearing house—its national exchange of those ideas and ideals that serve as the foundations of industrial betterment and success.

Now and then a man speaks and says nothing!

Hollywood Storage Co.  
Los Angeles

# WHAT'S WHAT IN

## XCV



**S**TRIKING architectural beauty in warehouse and storage construction is demonstrated in the new Hollywood Terminal Building, now being completed in Los Angeles. The structure is built of reinforced concrete throughout and is fourteen stories high. It reaches the height limit established by the city building code, which prescribes a maximum height of 150 feet for the main parts of structures.

A high-power radio broadcasting station on the roof will send the towers of the new building far above the roof line of any other structure in Los Angeles.

The new terminal is located at Highland Avenue and Santa Monica Boulevard, in the heart of Hollywood's commercial distributing district.

Reinforced concrete was chosen as the construction material because of its great strength, permanence and fire-resistant qualities. The material proved ideal also in executing the unusual architectural features of this unique structure.

The Terminal Building is a C. E. Toberman Co. development, being built by the Hollywood Storage Co., of which Mr. Toberman is president. It is said to be the largest warehouse under one roof on the Pacific Coast.

The size of the structure and its notable design have attracted the interest of storage men throughout the country. The building will house all the business of the owners and will provide also 155,000 square feet of space for offices, show rooms and warehousing facilities for manufacturers' agents and distributors who are seeking contact with the great tide of population that is steadily moving westward to Los Angeles.

The floor arrangement is unusual. Offices, show rooms and warehouse space are available for one or several concerns on one floor, with each department completely separated from the others. Fast freight and passenger elevator service makes each floor quickly accessible from the street.

Direct railway connection is maintained to the building through spur tracks from the freight station, 200 feet to the rear of the warehouse. This feature will eliminate extra carting charges on shipments to and from the building, to the benefit of occupants and patrons.

The Terminal Building fronts 51 feet on Highland Avenue and has a depth of 217 feet. A receiving station, also of reinforced concrete, occupies a separate building, 50 by 140 feet.

Grace of line and the massive effect of the new structure were accomplished by using concrete. The decorative units are made of cast stone.

The design is the creation of Morgan, Walls & Clements, a Los Angeles firm of architects.

An interesting feature of construction is the manner in which the fourteenth floor is made free of interior columns, its weight being supported by the columns below, while the roof is held up entirely by the walls. The fourteenth floor is thus available as an auditorium or banquet hall.

—W. D. McCarthy.



# NEW BUILDINGS

## VIC

Manhattan Storage & Warehouse Co.  
New York City

**I**LLUSTRATED herewith is the household goods depository being erected by the Manhattan Storage & Warehouse Co., of New York City, in property acquired on the East Side. This sixteen-story, fireproof structure, of which Francis Y. Joannes, New York, is the architect, will be of steel, of brick, and is going up on a plot 90 feet along Third Avenue and 162 feet 6 inches along Eightieth Street, and in its design and construction it incorporates the latest ideas and most improved methods for a building of this character.

The floor construction will be of steel with concrete floor slabs, the story heights being 10 feet clear from floor to bottom of slab. The floors will be of cement and will be pitched to drain toward the aisles, with the aisles in turn pitched to drain to scuppers in the outside walls. Partitions will be of block.

All materials and methods of construction, the areas of space, the protection of elevator shafts, etc., together with the equipment of the building, will be such as to provide the obtaining of lowest possible insurance rate for customers' goods.

The first floor will contain the company's offices, a large driveway and loading platform giving access to the elevators, a packing room and a cabinet shop. Van-size elevators will be provided, as well as a package freight elevator and a passenger elevator.

The upper floors will be divided in the center by a central working space, thirty feet wide, in which all elevators will discharge, and from which the aisles will lead to the various storage spaces.

The second floor will contain a large silver vault protected by the Holmes Electric Protective Co. alarm, and a trunk storage section.

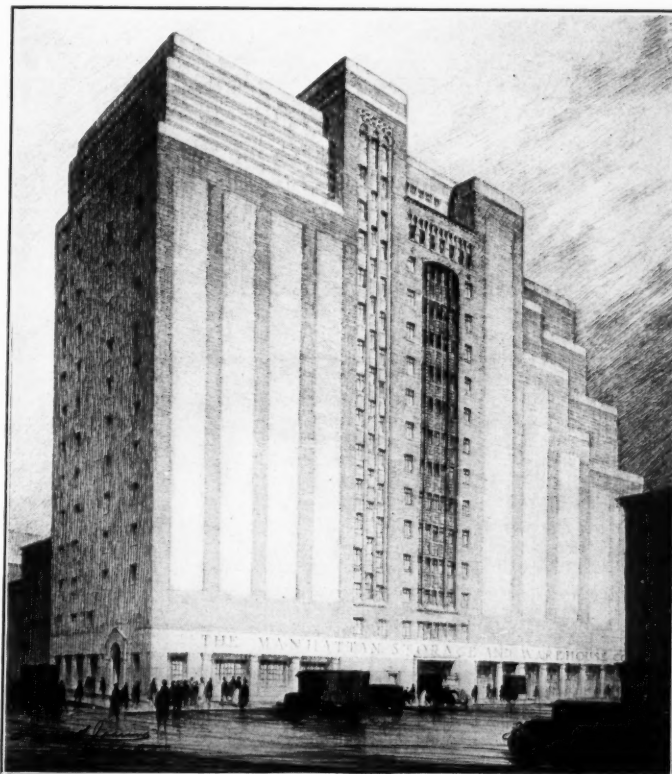
The floors above, up to and including the fifteenth story, will be subdivided into approximately 1,700 rooms varying in size from 85 to 2,000 cubic feet. There will be the equivalent of two floors of open storage.

The sixteenth floor will contain rooms for the storage of paintings and works of art, pianos, rugs and draperies, with provision for the proper storage of each class of goods. Skylights provide daylight storage for paintings.

A club room for employees will be located on the sixteenth floor, with a handball court on the roof.

A rubbish chute with properly protected openings at each story will permit the transfer of all packing rubbish to the basement, where an incinerator will be installed for its disposal.

The basement will contain the boiler plant, packing material room and storage space. The basement and packing room will be sprinklered, and each compartment will be provided with an automatic fire alarm.



(Concluded on page 56)



# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## "Obsolescence" Income Tax Verdict Favors Massachusetts Company in Federal Suit

A CASE of unusual significance to the warehouse industry—the National Dock & Storage Co., Boston, vs. the United States Government—was won by the warehouse company in the United States Federal Court in Massachusetts recently. The action hinged on the interpretation of the word "obsolescence" in the Federal income tax law, as distinguished from the word "depreciation"—one of the rare instances when such a suit has appeared in the Courts—and the Boston warehouse firm was awarded, by the jury, \$36,000.

This case is of importance not alone to the public storage industry but to other lines of trade in instances where one's business has dropped through no fault of his own but because of changing conditions.

The National Dock & Storage Co., whose plants are located in East Boston, brought the suit through E. C. Codman, one of its trustees, to have the Government allow a reduction for obsolescence in 1918 and 1919, and also two claims for repairs.

The jury gave the plaintiff a verdict of 3 per cent for the years 1918 and 1919 on the value of its second class buildings. No claim was made for the first class buildings or the third class structures.

Mr. Codman testified that when he made out the income tax returns for those years he was not aware of the exemption for obsolescence. He made out his returns and claimed a certain percentage for depreciation, and also two items for repairs, the latter being classed as betterments.

At first the case seemed to be a bit involved, but as it began to unfold and be clarified, interest centered on the questions of obsolescence.

After the Government established its Army Base, in wartime, in South Boston, across the harbor from Boston, those structures acted as a sort of magnet. Storage buildings, put up by public warehouse companies, began to go up in the vicinity. In a short time virtually the entire wool industry was grouped in South Boston, this trade removing from East Boston.

Presently the National Dock & Storage Co. found its East Boston plants empty.

When the war ended and the big surplus of war materials began to be cleaned out of the Government's Army Base, it allowed firms to lease the space for storage—thereby putting the Government on a competitive basis with the public warehouse industry in Boston. Similarly, and in the face of protests by Boston's public warehousemen, the Government and the State of Massachusetts began using the Commonwealth Pier, owned by the State, for the storage of wool and hides. Eventually warehousing's objections prevailed and the practice was discontinued.

About three years ago Mr. Codman had called to his attention the paragraph

### What Don't You Know?

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**There is no charge for this service.**

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in the Federal income tax law relating to obsolescence. He made his claim, as a trustee, against the Government. There were hearings held in Washington and his claims were not allowed. He then brought suit.

Testifying before the jury in the case recently tried, Mr. Codman told how his wool storage business had slipped away from his firm to competitors, and other witnesses backed him up.

John L. Nichols, treasurer of the Merchants Warehouse Co., Boston, who has been in the public storage business nearly half a century, testified that in his opinion the National Dock & Storage Co. suffered from 25 to 40 per cent from obsolescence, about three-quarters of the losses being sustained during the first of the two years.

Tarrant P. King, president of the Northern Avenue Stores & Dock Cor-

poration, Boston, testified that so far as the wool storage business was concerned the National Dock & Storage Co. would fade out of the picture.

Other storage executives, some of them prominent in the activities of the American Warehousemen's Association and the Massachusetts Warehousemen's Association, stated that the National company suffered, through changing conditions, anywhere from 15 to 45 per cent.

Robert Homans, of Hill, Barlow & Homans, counsel for Mr. Codman, contended that, as the Government had placed the word "obsolescence" in the income tax statute, and had defined it as something that might be claimed due to changing conditions, the plaintiff was entitled to collect from the Government.

The Government placed only one witness on the stand, but he did not qualify as knowing anything about the public warehouse business. He testified only as to repairs.

When the jury received the case it was asked, in addition to considering the question of obsolescence, to decide whether \$18,000 for repairing the wharf and raising the building by three feet was deductible as one item; and whether placing a bulkhead between the two wharves at a cost of \$4,000—the bulkhead allowing filling in so that about 30,000 or 40,000 sq. ft. of land was reclaimed—constituted a repair or a betterment.

Judge Lowell allowed the attorneys to frame four questions defining the facts for the jury to consider, and in his charge to the jury he briefly outlined what the facts were. He advised the jury that the case was an important one and should receive mature deliberation.

After being out two hours the jury brought in a verdict to the effect that the National Dock & Storage Co. was entitled to its claim based on 3 per cent of the value of the property in dispute in the obsolescence situation.

On the \$18,000 claim for wharf and building-raising, \$3,000 was allowed for repairs to the wharf, but the building-raising was classed as a betterment.

On the \$4,000 bulkhead-building claim, the jury decided that this was strictly a betterment, inasmuch as it added an acre of land to the company's property.

The National company in its claim had

set down a minimum of \$10,000 a year for obsolescence, although its bill contended that it was entitled to more. The jury's award was \$18,000 a year, or a total of \$36,000.

#### Ohio Liability Ruling

**A** DECISION in the Court of Appeals in Cuyahoga County, Ohio—Central Storage Warehouse Co. vs. H. A. Pickering—decided in favor of the warehouse company, was reported on the floor of the National Furniture Warehousemen's Association's convention at Memphis by J. J. Gund, Cleveland, and was discussed subsequently at a monthly meeting of the New York Furniture Warehousemen's Association.

"No contract had been signed before the goods were brought to storage," according to the report by John G. Neeser, chairman of the New York association's legislative committee, "still the Court held that the conditions as they appeared in the warehouse receipt were binding on the customer."

The text of the Ohio Court's decision reads in part as follows:

"By virtue of the provisions of Sections 8457, 8458 and 8459, General Code, a warehouseman's receipt in compliance with those sections issued for goods stored becomes a contract between the parties, and the person receiving and

holding such receipt, even though he does not sign the same or otherwise expressly assent to its terms and conditions, is chargeable with knowledge of such terms and conditions and is bound by the same, provided the same be not contrary to the provisions of those sections and other related sections, and further provided that such terms and conditions do not in any wise impair the obligation of the warehouse 'to exercise that degree of care in the safekeeping of the goods entrusted to him which a reasonably careful man would exercise in regard to similar goods of his own.'

"Terms and conditions in a warehouse receipt and contract which limit the responsibility of the warehouseman for any article or package listed on such receipt while in such warehouse or being carted to or from the same by it to the sum of \$25 unless the value thereof is made known at the time of storing, noted on such receipt and the payment of a higher storage rate therefor, is not an exemption from liability for want of due care, but is a reasonable and enforceable method of fixing a due proportion between the amount for which the warehouseman becomes responsible and the charges collected by him and for protecting the warehouseman against extravagant valuations in case of loss."

Mr. Neser told the New York associa-

tion that while the decision was favorable to warehousemen he would advise the New York companies not to rely too much on it, as he questioned whether the New York Courts would reach the same conclusion.

"My advice," he said, "is to continue as we are now doing and have our customers, whenever possible, sign orders containing the conditions under which the work is to be done, such orders to be obtained before we start to pack or move."

Ernest H. Milligan, president of the New York association, said the Ohio ruling was contrary to decisions in New York State, especially to that in the case of the Metropolitan Fireproof Warehouse, Inc., and he considered it dangerous not to insist on contracts being signed.

#### Omnipotent Kaiser

**L**EGAL EDITOR, *Distribution and Warehousing*: Can you send us, or tell us where we may procure, copies of New Jersey law as it pertains to warehousing?—*Bell Brothers, Passaic, N. J.*

Answer: Sure; we know everything. Write to the Secretary of State at Trenton, N. J., and see what he can do for you; otherwise ask any lawyer friend in Passaic where the nearest legal bookshop is.

(Ga. App.) In view of Civ. Code 1910, § 3528, where owner of personal property deposits it in warehouse, taking receipt reciting that property was to be delivered on presentation of receipt on payment of charges, delivery of receipt without indorsement to bona fide purchaser was sufficient delivery of property to vest in purchaser title thereto, and therefore, in action for trespass on property while in possession of warehouseman, receipt was properly admitted as proof of holder's title.—*Evans v. Cannon*, 130 S. E., 76. Key No. 16.

(Where levying officer acting under direction of plaintiff in general execution through agent, levied it on personal property of holder of warehouse receipt for property, as property of defendant in *fi. fa.*, who previously delivered receipt to suing holder, the property was sold under that process, sheriff and those assisting him in so doing are liable in trespass to holder of receipt as owner of property, even though warehouseman voluntarily delivered property to levying officer; and where evidence conclusively demands finding to this effect, it is not error to direct verdict for holder against sheriff and those assisting him in levying, leaving open for jury only question of damages.—*Id.*)

(In view of Civ. Code 1910, §

**R**ECENT legal cases of interest to warehousemen are digested herewith. Also a printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution and Warehousing* to cover publisher's costs. Key number should be specified.

4486, while voluntary delivery of personal property by warehouseman to officer seeking to levy general process on it as property of one who was no longer holder of receipt might amount to consent to trespass so far as affecting special property rights of warehouseman, such conduct would not affect general property rights of holder of receipt, in absence of special authority therefor.—*Id.*)

Where broker purchased tobacco for plaintiff, received payment therefor, stored same in his warehouse or storage house, and delivered warehouse receipts to plaintiff, and later broker removed tobacco to another warehouse and pledged warehouse receipts to bank for advances, held purchase by bank of warehouse receipts gave it no better title than its vendor had, and did not deprive plaintiff of his

right to the property.—*Citizens' Nat. Bank v. W. H. Simmons & Co.*, 276 S. W. 494. Key No. 16.

(An owner, by leaving property in hands of agent, is not divested of his right by agent's wrongful transfer of warehouse receipts to third person for value.—*Id.*)

(N. D.) Where warehouseman's bond is given in pursuance of Laws 1919, c. 138, which, being unconstitutional, did not repeal Comp. Laws 1913, § 3111, requiring bond, and where, through compliance with such unconstitutional statute, warehouseman was permitted to engage upon or continue in business, such bond is supported by consideration independent of unconstitutional statute, and is enforceable.—*State v. Mundy*, 205 N. W. 684. Key No. 18.

(Where warehouseman's bond, executed in pursuance of unconstitutional statute (Laws 1919, c. 138), is supported by independent consideration, parties are bound by its terms, including terms fixing beginning of liability as of time prior to execution and delivery of instrument.—*Id.*)

(Or.) A complaint, alleging that plaintiff deposited wool with defendant warehouseman, obtaining receipt therefor, but that defend-

ant refused to ship wool at the plaintiff's order, does not state a cause of action in conversion, in that it fails to allege that plaintiff is owner or entitled to possession of wool, and that defendant wrongfully converted same to own use.—*Weinstein v. Mullen*, 240 P. 879. Key No. 34(4).

(Tex. Civ. App.) A "common carrier" is one who engages in transportation of persons or things from place to place for hire, and who holds himself out to the public as ready and willing to serve the public, indifferently, in the particular line in which he is engaged.—*Burnett v. Riter*, 276 S. W. 347. Key No. 4.

(The real test of whether one is a "common carrier" is whether he holds himself out that he will, so long as he has room, carry for hire persons or goods brought to him for that purpose.—*Id.*)

(Tex. Civ. App.) Generally common carriers of goods are liable as insurers, excusable for loss of goods only through act of God, public enemy, or negligent act of

shipper.—*Burnett v. Riter*, 276 S. W. 347. Key No. 108.

(Tex. Civ. App.) To exonerate carrier for loss occasioned by act of God, or inherent character of goods, which is an exception to general rule holding carrier liable for loss occasioned from failure to seasonably deliver goods committed to it, it must appear that there was no concurring negligence on part of carrier.—*American Ry. Express Co. v. Home Star Produce Co.*, 276 S. W. 790. Key No. 120.

(Tex. Civ. App.) In a suit for failure to deliver shipment, where defence was act of God preventing delivery, burden is on carrier to show that it exercised due care in preserving and handling shipment while delayed.—*American Ry. Express Co. v. Home Star Produce Co.*, 276 S. W. 790. Key No. 132.

(W. Va.) Failure to comply with proper demand for delivery of household goods entrusted to his charge renders warehouseman liable to bailor for resulting damages thereto.—*Lovett v. Lisagor*, 130 S. E., 125. Key No. 25(5).

(U. S. C. C. A. N. Y.) General lien in favor of storage company against consignee in straight bill of lading for charges due from consignee in respect of prior merchandise stored by him could not be asserted under Warehouseman's Act N. J. § 28, against shipment which was diverted and stored in warehouse by carrier pursuant to instructions from one entitled to possession of shipment; original consignee having no such interest as would support pledge of goods.—*In re Taub*, 7 F. (2d) 447. Key No. 30.

(U. S. C. C. A. N. Y.) A carrier, which deposited a shipment of fruit with a storage company as against consignee named in straight bill, pursuant to instructions received from one claiming the right to the shipment, was required, after the fruit had been inspected and checked, and shipping documents examined and freight paid, to advise the storage company to deliver the fruit to the lawful consignee.—*In re Taub*, 7 F. (2d) 447. Key No. 86.

## Financial Documents Now Undergoing Process of Uniformity Through Agreement by Banking, Stationery and Typographical Groups

**B**ANK checks, drafts, notes, acceptances and similar financial instruments are relinquishing their diverse appearances and assuming an unprecedented uniformity, according to announcement by Frank W. Simmonds, deputy manager of the American Bankers' Association. As a result of a movement sponsored by Government and private organizations, general production of standard sizes of these documents has been inaugurated.

The movement for simplifying the appearance of financial paper may result in eliminating much of the advertising texts, pictures and ornamentation which now set off the instruments of different institutions, according to Mr. Simmonds. Essential printed details would be restricted to the right-hand side of such documents, if the recommendations are adopted. Trade-marks, insignia and other required devices would be restricted to the upper left-hand corner and not allowed to encroach on the space for the payee's name, amount or other essential details.

Under an agreement made by a group including banking, stationery and typographical interests, bank drafts, certificates of deposit, cashiers' checks, special or individual checks, customers' drafts and other similar instruments, notes, trade acceptances, voucher checks, collateral notes and special notes when folded are to be 3 3/4 in. by 8 3/4 in., pocket checks 2 3/4 by 6 1/4 in., end stubs for

pocket checks when not interleaved 2 3/4 by 2 1/2 inches in width, including binder margin; customers' checks and counter checks 3 1/16 by 8 1/4 in., deposit slips 3 3/4 by 6 1/2 in. or multiples of 6 1/2 in.

"Bank checks settle 96 per cent of all business transactions," said Mr. Simmonds. "Expenses amounting to millions annually can be saved through universal adoption of standardized forms to replace thousands of sizes, shapes and styles in common use.

"A widely representative group has organized a nation-wide movement for this end, under auspices of the Bureau of Simplified Practice of the United States Department of Commerce and with the cooperation of the Clearing House and State Secretaries Sections and the National and State Bank Divisions of the American Bankers' Association, National Association of Bank

and Commercial Stationers, Railway Accounting Officers Association, National Association of Manufacturers, United States Bureau of Engraving and Printing, National Association of Employing Lithographers, Lithographers' Cooperative Association, National Association of Purchasing Agents, Government Printing Office, Federal Reserve Banks, United Typothetae of America and others.

"A standing committee has been appointed by the conference, comprising Alexander Dunbar, president of the Clearing House Section of the American Bankers' Association, chairman; W. L. Chandler, National Association of Purchasing Agents; William G. Gildea, Association of Bank and Commercial Stationers; Nathan B. Williams, National Association of Manufacturers, and E. R. Woodson of the Railway Accounting Officers Association."

## New Pueblo Company Is Organized

The Burch Warehouse & Transfer Co. has been organized in Pueblo, Colo., and has awarded a contract for the construction of the first unit of its proposed \$150,000 bonded warehouse, to occupy a plot 150 by 140 feet served by Denver & Rio Grande Western and Atchison, Topeka & Santa Fe Railroad tracks, giving the company unusual facilities for handling freight. The completed building will stand six stories high. It will be

fireproof and sprinklered. The additional units will go up as business warrants.

The company hopes to have the first unit ready for occupancy by March 15, fronting Santa Fe Avenue.

The officers of the new company include F. J. Burch, F. W. Burch, H. E. Burch and F. Lee Coats, long identified with the F. J. Burch Tent & Awning Co. of Pueblo.



# WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of *general interest* to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## Pacific Coast Association Attacks National and Regional Problems

*Eleventh Annual Convention Considers Advertising, Uniform Methods, Estimating, Insurance, Costs, Inter-City Removals and Other Subjects*

By H. H. DUNN

MARKED by larger attendance of the younger members of the industry, and by more important participation of these young men in the proceedings, the Pacific Coast Furniture Warehousemen's Association closed the three-day session of its eleventh annual convention with a banquet in the Peacock Room of the Hotel Senator, Sacramento, Cal., on the night of Feb. 20. The sixty-odd members present formed the largest convention yet held by this three-State organization, and the social side of the meeting was splendidly cared for by the more than thirty wives, sisters and mothers of the various members.

The association voted down a proposition to change the name to the "California Furniture Storage Association"; went on record as considering it unethical to render a bill to a customer more than 10 per cent in excess of the estimate made for the job; made minor changes in the constitution, particularly relating to the admission of new members; considered at length the position of the industry with respect to contract carriers and franchise haulers, and elected officers headed by Harvey B. Lyon, treasurer

of the Lyon Fireproof Storage Co., Oakland, as president.

Ten subjects were listed on the program, including advertising and publicity, uniform methods of operation, packing and estimating, insurance, cost accounting, legislation, trucks, traffic, long distance and inter-city removals, and reciprocal relations.

In opening the convention on the 18th, Arthur J. Gatter, Los Angeles, the retiring president, reviewed the association's activities of the past year and pointed out that there were now 96 members—53 in the southern division, 31 in the central and 12 in the northern. The northern division was, he said, somewhat handicapped by reason of covering two States, Oregon and Washington, and the Province of British Columbia in Canada.

With Washington having its own State organization and with the Pacific Coast body's "uniform strength" centered in California, Mr. Gatter suggested that consideration be given to a suggestion, emanating from F. M. Brock, Glendale, Cal., the secretary, that the coast organization's name be changed to "California Furniture Storage Association."

ALLUDING to "another momentous question vitally affecting our industry," Mr. Gatter said:

"A committee of twenty-one representing all divisions of truck activity in California has been appointed by the Railroad Commission to study the needs and requirements of trucks as they operate on the highways, to the end that a fair and just law be placed on the statute books of California covering the operations of this vast and fast-growing business.

"The majority of our members, I be-

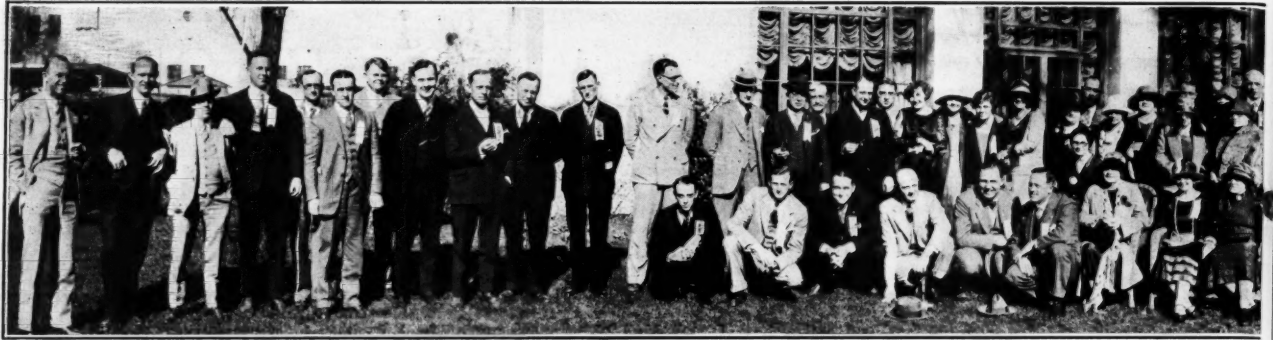
lieve, are of the opinion that regulation is necessary for protection.

"It should not be the intention to show discrimination as to the use of the State highways, but it is my opinion that the right to use the highways should be given to everyone regardless of whether he be a franchised operator, a contract hauler or a casual hauler, under proper regulation. That is to be worked out by the committee and I feel that your views will be a great help to them in forming the new law."

Mr. Gatter brought up another situa-

tion—one referred to on the floor of the Memphis convention of the National Furniture Warehousemen's Association in January, with the result that the National's traffic committee was instructed to make an inquiry. Mr. Gatter explained:

"Some weeks ago our industry was startled with the news that the Southern Pacific Railroad contemplated accepting household goods for shipment between Los Angeles and San Francisco, Oakland and Richmond, either carload or less than carload, without such goods being



Across these two facing pages is shown a group of the delegates—and the ladies!—to the eleventh annual convention of the Pacific Coast Furniture Warehousemen's Association, held in Sacramento. "The camera does not lie"—yet here are California trees without foliage. What do these good people make of that?

packed in any way. Upon further investigation we learned that that action by the railroad was as a result of the encroachments on their business of the long-distance vans in hauling household goods between the above mentioned points. Further, we found that the railroad was willing to agree to use sufficient pads to protect the goods in transit and to furnish sufficient lumber for bracing of the loads and not to make any charge for the use of this dunnage or even to charge freight on the weight of same. There was, however, a joker in the plan and that was that the railroad would not assume any responsibility whatsoever as to damage while in transit.

"This association immediately took definite steps to inform the N. F. W. A. of the contemplated action and also called into conference the officials of the Southern Pacific in Los Angeles and San Francisco, with the result that the railroad apparently has had a change of heart, and, we hope, will abandon the idea.

"The American Railroad Association, cooperating with the N. F. W. A., and supported by the railroads of the country, has for a number of years past used every effort in educating shippers of household goods to properly pack and crate their shipments while in transit.

"You can readily see that if the plan, as suggested by the Southern Pacific, were to go into effect, the shipping of household goods throughout the country would be demoralized and seriously affect our packing business and reduce our revenue from that source."

Mr. Gatter regretted that there had not been a larger Coast representation at the National's Memphis convention, but he pointed out that "business conditions did not seem to warrant many going," and the expense also was a consideration. He recalled that the Coast body had gone on record favoring only one N. F. W. A. convention a year. He concluded with a talk on the value of association activities.

The proposal to change the association's name came up under consideration to amend the by-laws accordingly. The

### Election of Officers

AT the annual convention of the Pacific Coast Furniture Warehousemen's Association in Sacramento officers and directors were chosen as follows:

President, Harvey B. Lyon, president Lyon Fireproof Warehouse Co., Oakland, Cal.

Vice-president northern division, Charles W. Olsen, president C. M. Olsen Transfer & Storage Co., Portland, Ore.

Vice-president central division, George W. Randolph, president Pierce-Randolph Storage Co., Inc., San Francisco.

Vice-president southern division, H. M. Burgeson, secretary Wilshire Fireproof Storage Co., Los Angeles.

Secretary, F. M. Brock, proprietor Brock Van & Storage Co., Glendale, Cal.

Treasurer, Grant Orth, owner Orth Van & Storage, Pasadena, Cal.

Directors, John R. Driver, secretary Driver Storage Co., Berkeley, Cal.; A. Bekins, Oakland manager Bekins Van & Storage Co.; Clarence Lockett, Electric Transfer & Storage Co., Sacramento; Harry S. Dawson, owner Dawson's Fireproof Storage, Stockton, Cal.; Milo W. Bekins, Los Angeles, president Bekins Van & Storage Co.; F. L. Allen, president California Fireproof Storage Co., Los Angeles, and Judson M. Davis, president Lyon Fireproof Storage Co., Los Angeles.

idea was defeated by a large majority, the main factor in opposition appearing to be the feeling that the warehousemen in Oregon and Washington should not be peremptorily cut off from connection with the association they had joined and in which they had participated for many

years. The great growth of the cooperative spirit among the Coast furniture storage executives probably was never more clearly demonstrated than by this vote.

"Billboard and Newspaper Advertising" was discussed by A. D. Kreisel, San Pedro, Cal., who believed that where billboards, building walls and large sign areas could be had at moderate cost, this form of advertising "can well be recommended as profitable."

It was difficult, Mr. Kreisel said, to offer an opinion "as to what percentage of the gross income should be expended in advertising," as the amount would differ with many because the distribution expense varied—"what one might charge to traveling expense, another might charge to advertising. In his own company, 4 per cent was allowed, he concluded. This is in line with the thought expressed at the Memphis convention of the N. F. W. A. by Clarence J. Neal, Cleveland, chairman of the National's publicity committee.

W. E. Hibbitt, San Francisco, presented a paper "Can Advertising Increase the Demand for Storage?", declaring that the answer undoubtedly was "Yes." He explained:

"Advertising increases the demand for storage by educating the people to the responsibility of the warehouseman and to the reasonableness of his charges."

Mr. Hibbitt said the advertising should be carefully planned at the beginning of the year and closely followed throughout the twelve months.

"Other Ways of Advertising" was discussed by Jackson Kendall, Pasadena. One novel suggestion was this:

"We have used successfully several hundred small vans, perfect replicas of ours, with signs on them, the same as our vans. These are about 18 inches long by 14 inches high and 6 or 7 inches wide. They cost us \$2 each, but we put them in the toy stores at \$1.25 each, charging off the 75 cents difference to advertising. They carry our name and telephone number, and we have directly traced at least half of our telephone business to these toys. We consider them one of the best advertising investments



Rodney Sprigg, Milo Bekins, Merle Turner and "Bill" Norris "doubled" in the panoramic view and appear near each end of the group—a favorite convention pastime. They faithfully promised to increase their advertising space if this picture was published "as is," and here it is—"as is." The next move is theirs!

we have ever made, and they sell so readily that the toy stores are eager to handle them."

In the discussion following Mr. Kendall's paper, much attention was paid to industrial shows and other exhibitions as means to gain advertising for the warehouseman. H. M. Burgeson, Los Angeles, reported that his firm, employed an ice sculptor to carve a figure out of a block of ice each evening during the local industrial show. The attendance was 75,000, and the company gave away souvenirs carrying name, address and telephone number. "The ice-carving attracted wide attention, and the souvenirs made a lasting impression on the people," said Mr. Burgeson.

Giving space in a new warehouse to the merchants' bureau of the Chamber of Commerce of Hollywood for a merchants' show resulted in the bringing of 35,000 persons to the warehouse, according to Rodney S. Sprigg of that city. "We took them through the building and showed them methods of operation," said Mr. Sprigg, "and received some of the best advertising we have ever had."

Mr. Sprigg read a paper on "Phone Book Advertising" in which he drew the general conclusion that this form of advertising could not be considered a standard medium because the cost was out of proportion to the results. His company, he said, had found that "every job sold through the telephone book" cost the firm approximately \$5, which he said was "too expensive to be either economic or economical."

In a paper on "The Value of the Unusual in Advertising" read on behalf of F. G. Redman the latter said:

"We should make our advertising new, novel, attractive, and persistent. Attraction should be the first thing sought; new interest the second, and sustained attention the third. The unusual advertisement, no matter where displayed, overcomes the inertia of the public mind by arousing curiosity, and then investigation. . . . Trademarks, slogans and symbols, persistently displayed, so that the public associates some particular device with the warehouseman are

### "Telling the Public"

**T**HE best publicity any convention of the P. C. F. W. A. ever has had was obtained in all the Sacramento papers by the simple expedient of inviting the newspapermen in to attend the sessions and then having an informed member of the organization ready with interviews on the activities of the meeting.

This kind of publicity costs nothing—and gets columns of space for the warehousemen and their industry.

the best in this form of advertising.

Uniform methods of operation "As They Relate to Checking In and Out, Piling, Access, Receipts, Warehouse Appearance, and Sales," were discussed by J. R. Driver, Berkeley, Cal. He said in part:

"Our business is operated under three heads—sales, storage, and access. In our sales we must so impress the customer that he trusts us as he would his banker. This involves the keeping of all promises, no matter how small; the enforcement of cleanliness on the part of our drivers, helpers and salesmen, as well as the maintenance of clean, good, and efficient equipment. We must invite the public to frequent inspections of our plants, not dressed up for the occasion, but just as they operate every day in the week.

"Storage is the foundation of our business. To maintain it at its best, we must see that all checking, assignments of allotments and tagging, are done carefully, and thoroughly, and that complete records be kept. We need more symbols to indicate the varieties and variations of damage, and these would eliminate many losses to the storager. Wrapping, of course, varies with climate and the character of goods stored, but we do need a new material, strong and porous, for wrapping. Storing, natural-

ly, is closely linked with accessibility and access. We must exercise the greatest care in the placing of goods, and to do this it is necessary frequently to take our men through the warehouse and teach them firsthand how to pile goods. Beds, springs and mattresses should be put in the back of the pile, as a rule, then kitchen and dining room furniture, and then the goods from the bedroom and the living room. Put smooth surfaces together.

"More damage is done, as a rule, in tearing down a pile than in putting it up; therefore, unusual precautions should be taken in tearing down, and in training our men how to tear down. The minimum number of handlings in and out for one piece of furniture is seven, and one small scratch frequently sets the customer to hunting for others. Storing should be, and can be, specialized. All rugs should go in a storeroom. All rugs should be inspected every six months, and all rugs should be listed in separate books, with reports on their condition at each inspection. . . .

"We should discourage 'casual access,' and the minimum charge for access, 25 cents, is too small; it should be 50 cents. A time-clock record of all access, signed by the customer, is essential, with a complete record of all packages opened by the customer. Such a record will eliminate future arguments and save the warehouseman from a great deal of grief. There is also a growing tendency to trouble in the handling of additional lots to storage—that is the addition of other goods to lots already in storage. The general practice is to add this new lot to the general storage sheet, with a notation sent to the customer with a signature-identification card. The removal of goods, parts of stored lots, is similarly handled. In both of these actions, duplicate numbers and complete record are vitally essential, particularly with the customer's signature, both in and out. You cannot phone your bank to send a boy over with some money, adding that you will give the boy a check. No more should the warehouseman permit the customer to phone in for



part of his stored lot of goods, to be receipted for when delivered. We should compel the customer to present his signature to us before we deliver any part or all of his goods to him."

E. B. Gould, San Diego, Cal., president of the N. F. W. A., discussed "Should We Encourage Household Goods Warehousing Under State Commission Control?" He said in part:

"The majority of us in this industry answer with an emphatic 'No!,' yet there is a possibility, worthy of serious consideration, that if the furniture warehousing industry were under control of the Railroad Commission in California the industry might be aided materially. In spite of the distance we have come along the road of improvement we are still classified with the corner expressman, and the whole industry is blamed for the actions of a few 'tricky' individuals. These might be eliminated for the good of the industry by Commission control.

"Rates also might be standardized by State Commission rule; under-estimating on packing and shipping charges might be cleared up, because the public would have a right to appeal such charges to the Commission; the service rendered by men who harm the industry by not caring to be honest might be materially improved; the men who attend the meetings of the association but fail to follow the standards set might be compelled to change their methods; cost accounting probably would be standardized through the compulsory reporting of rates to the Commission; closer consultation and cooperation among warehousemen probably would be brought about; a legitimate price for the work done by the warehousemen might be insured; and it probably would make it necessary for the warehouseman to show the need for greater space in a community before he could get permission to build an addition or a new warehouse.

#### **The Disadvantages**

"Over against these possible benefits of Commission control we must set the probable disadvantages of the taking away of the flexibility of our business. We could not then change methods or rates without first obtaining the permission of the Commission. It probably would prevent the changing of our own rates, either with or without the consent of and agreement of others engaged in the same industry. It might also prevent the issuance of additional stock certificates and the increase of invested capital, as well as the enlargement of business, even when necessary. It would prevent the increase of space at the option of the owner of the building, yet it would seem that the successful man should be allowed to increase the space and facilities of his warehouse, regardless of the idle space in other warehouses in the same community. More than this, none of us could quit if we once went under Commission control. It would be a final move, and by it we would bind ourselves to State direction for all time. Personally, I am opposed

to it, but I would like to hear a wide and free discussion from the membership."

Commission control was favored by Merle E. Turner, Los Angeles, in the ensuing discussion. He held that the industry as a whole should take immediate and concerted action to get under Commission control and should aid the Commission in formulating rules of operation whereby the industry would be aided and enabled to expand under such regulation.

#### **"Fly-By-Nights"**

"The industry must get the Commission to establish and maintain proper rates," said Mr. Turner, "by showing actual operating costs and demanding a fair profit. Commission control would protect the honest warehouseman from the price-cutters, and other fly-by-nights; it would prevent every man with an empty building on his hands from starting a 'warehouse,' and expansion by the regular established warehouseman would not be hindered so long as he could show the need for such a development."

Milo W. Bekins, Los Angeles, expressed opinion that long-distance truck operation by certificate might eventually bring the furniture warehouseman under the Commission whether the warehouseman desired it or not, as the Commission might easily be led to believe that warehousemen operating such lines should be so controlled. "Control of the truck-operating lines so far indicates that the only one protected is the public," Mr. Bekins added.

Jackson Kendall, Pasadena, made the point that if furniture warehousemen were granted certificates for the operation of motor truck lines this would bring only those operating these lines under Commission regulation. "Any other man not so connected," he said, "could then come into your town or mine and build a warehouse without let or hindrance, but you and I, if we are under such control, cannot put up a new building, or increase the space in an old one, without permission from the Commission. As I see this situation, we as an industry must go entirely under Commission regulation or stay entirely out."

"C. J. Neal, Cleveland and Los Angeles, told of the trial of Commission control by the Illinois warehousemen and its failure in that State. "The most important argument in favor of Commission control," he said, "is the elimination of competition. I believe it to be impossible for anyone, or any Commission, to 'control' the warehousing industry; therefore competition could not be 'eliminated' by this means. Likewise prices—that is, rates—cannot be controlled. The difference in valuation of a storage plant is largely due to difference in locality, and the varying values of property make it almost impossible to figure an equitable percentage of profit. Uniformity of valuation is obviously impossible, unlike other 'public utilities.' The age of buildings, cost at time of erections, increase in value of land, and adaptability of buildings to the work to be done, are

important factors. Owners of lower-cost buildings, and lower-valued lands, will ask the right to charge lower rates, and in the very figuring out of percentages will get that right automatically. The whole situation is full of trouble for the furniture warehouseman, as well as for the general storage firm."

Mr. Gould was of the opinion that it would be no more difficult to regulate furniture warehousing than general merchandise warehousing. The suggestion was made that the P. C. F. W. A. name an advisory committee to sit in with the Railroad Commission on questions concerning the industry. Mr. Gould thereupon moved that a committee be appointed to consider the question of Commission control and present a report at the next convention. This was seconded and unanimously carried.

On behalf of J. R. Zimmerman, Long Beach, a paper was read on "Cost Accounting as Applied to Our Business," in which he urged warehousemen to obtain knowledge of their costs, and recommended the use of the N. F. W. A. standard system of bookkeeping.

"One of the most important phases is that covering operation of motor trucks," he added. "These vehicles should be considered not as a 'necessary evil' but as a profit-producing department. Costs differ with the commodities handled, condition of roads traveled, character of drivers, types of trucks used, number in proportion to volume of business, capacities, types of bodies, loading and unloading facilities, maintenance methods, inspection, painting, proper routing and dispatching, avoidance of overloads, gathering of return loads, discipline among men, and a number of other factors, all of which will occur readily to the warehouseman who is operating his truck fleets for profit, as we all should be doing.

#### **Creating Impression**

"The warehouseman should carry every truck in a separate account, each truck being charged with every proper item of cost, no matter how small. The percentage of overhead must be charged to the fleet, and then distributed to each truck. Depreciation should be figured on the mileage traveled. Equipment and its cost and upkeep are important factors. It is better to keep a truck busy at a small loss than idle at a high upkeep. The direct costs, such as gas and oil, and all repairs, must show in each truck account."

A showing of hands indicated that 20 of the 60-odd members present are keeping an accurate cost-accounting system.

Discussing "Favorable Impression," Frank R. Palmateer, Los Angeles, declared that creating such an impression was harder along the Pacific Coast than in the East or the Middle West "because of the dissatisfaction of customers with the condition of many shipments received from warehouses in those sections." He went on:

"We must be careful to promise only what we can do and then to keep our promises. Our drivers should be in-

formed fully of the character of the goods to be handled and their condition. After the job is completed and our obligation to the customer discharged, we should send him a courtesy letter. The estimator, who is the most important cog in our machine, should be especially trained, both in the technicalities of his particular work, and in the making of contacts. Indeed, the setting up of smooth contact with the prospect and the customer should be taught to every one of our employees, whether in the office or on the outside."

Herbert B. Holt, San Francisco, presented a paper on "What's Wrong?" in which he said, in part:

"There is nothing fundamentally wrong with out industry, but we should realize that, first, last and all the time, the customer wants to know what our services are going to cost him. The tendency of all business is to reduce sales prices to uniformity, with the result that many products are priced by the manufacturer, and thus a standard price maintained for them throughout the country."

#### Estimating

Answering the question "Why the Less-than-Cost Estimate?" Frank Payne Los Angeles, said in part:

"Estimates are made because the public demands to know the cost of a moving or storage job before the job is done. Less-than-cost estimates are caused by lack of training, faulty understanding, carelessness, rarely dishonesty, and sometimes keen competition, among estimators. The fundamental reason, though it may not always be recognized, is the necessity of meeting competition, and a desire to get the job. One of our greatest and most necessary tasks is the proper instruction of our estimators. A standard of ethics for employees as well as for employers will go far toward stopping this practice, which is injuring every one of us."

Henry M. Burgeson, Los Angeles, read a paper on "Evils of Estimating" in which he urged the warehousemen to do one of two things—"either hire salesmen from the outside and train them in our work, or give an intensive training to our present estimators to make them salesmen."

In ensuing discussion of estimating, the sending of drafts with bills of lading was generally disapproved. The association seemed to favor the sending of complaints, against forwarding warehouses, direct to the N. F. W. A. Mr. Gould opposed that, however, urging that such complaints by customers be handled through the local associations, where the character of the warehouseman was better known.

The convention adopted a resolution, offered by Milo W. Bekins, that it be considered unethical to vary more than 10 per cent above an estimate in a bill rendered to a customer. Members expressed opinion that at least 90 per cent of estimates already came within 10 per cent.

On motion by Judson M. Davis, Los

Center, Harvey B. Lyon, P.C.F.W.A.'s new president. Upper left, "Jay" Gould, N.F.W.A. president, caught hugging a lady: Henry M. Burgeson in disguise. Upper right, Henry Gatter, retiring president; Mr. Burgeson, and Frank Allen. Lower left, some of the delegates. Lower right, Mr. Gatter and Mr. Gould posing, with some of the ladies, for the movies.



Angeles, the association adopted the code of ethics of the N. F. W. A.

Discussing insurance, Milo W. Bekins urged uniform action on truck and automobile coverage, so as to get lower rates.

F. B. Cramer, of the firm of Cass & Johansing, which is handling much of the transit insurance for N. F. W. A. members, read a paper covering that branch of coverage and explained in detail the Cass & Johansing policy.

In a paper on "Tires," A. J. Becker, San Francisco, recommended the use of pneumatic tires for fast work and long hauls, and of solids for short hauls and very heavy work. "All tires, however," he said, "should be selected in direct relation to the weights and speeds of the trucks. We consider the weight of the truck as 30 per cent on the front wheels and 70 per cent on the rear wheels. Care and service, with air inspection at least twice weekly, with the surfaces kept well repaired, are essential parts of the upkeep of tires. We find it most economical to get regular service from the dealer who sells us our tires, with inspection by him or his men at least once every three months, with surfacing and regrooving whenever necessary. It probably is best for the warehouseman to call frequently on the tire distributor for information and advice as to the tires best suited for his particular work."

In the discussion it was brought out that retreading of pneumatics, especially in the larger sizes, adds 3000 to 4000 miles to the life of the tire, when properly done by the workmen of the distributor of the tire used.

The subject of "Legislation as it Af-

fects all Departments of the Warehouse Industry" was discussed in a paper by Frank L. Allen, Los Angeles, who said that while little or no legislation affecting warehousing could be seen in the immediate future, there undoubtedly would be legislative action sooner or later on State Railroad Commission control of the furniture moving and storage industry, particularly in California. He believed public discussion would hasten such action, and that the control of long-distance hauling as now practised by the Commission would lead to regulation of all hauling. Radius-operation decisions, in his opinion, had complicated the situation, until the furniture warehousemen did not know just where they stood.

On motion by Mr. Allen the association considered a resolution to finance an appeal to the California State Supreme Court of the decision of dismissal without prejudice given by the Railroad Commission to the request of the Fidelity Fireproof Storage, Los Angeles, for a permit for radius operation. By amendment this was referred to the board of directors so that costs of such an appeal might be ascertained before action was taken. Indications were that the appeal will be made, and, in this manner, the control and regulation of the furniture warehousing industry brought definitely to the attention of the Railroad Commission by the industry itself.

John R. Driver, Berkeley, discussed "Traffic," discussing crating, stenciling, bills of lading, mailing of papers, collections, etc.

J. R. Latham, Jr., Santa Barbara, read a paper on "Types of Bodies," in which

he outlined three types as used by the furniture warehousemen—the van, the stake body for lift vans, and the express body, the last-named used mainly in small sizes, such as Fords. He advocated revarnishing every six months, and relettering every eighteen months, considering the wording of the signs on trucks and vans as among the most important departments of advertising for the furniture warehouseman.

In the discussion, it was brought out that for colors, yellow and black remain brightest for the longest time, and stand weather-wear better than other colors.

W. A. Norris, Los Angeles, presented a paper on "Systematic Inspection and Care of Trucks."

"I believe that 50 per cent of our repair bills are chargeable to two major causes—lack of care and overloading," he said.

On motion of Milo W. Bekins, the chair was instructed to appoint a committee of three to redraft the section of the by-laws regarding collections and remittances by receiving warehouses. President Gatter later appointed Mr. Bekins, John R. Driver and George Rodolph.

On motion of H. B. Lyon, Oakland, the association went on record as opposed to paying for "tips" brought in by real estate dealers and agents.

#### Inter-City Removals

"Long Distance and Inter-City Removals" was discussed by Chester A. Nelson, president of the California Highway Express.

"The present conflict between the casual hauler and the franchise carrier," said Mr. Nelson, "means that in three to five years all trucks operated for hire will come under State control. Many changes are coming, and coming rapidly in the long-distance handling of household goods. Hauling up to and within 100 miles of the warehouse, in lots of 5000 to 8000 pounds, is profitable, but less than 3000 pounds, or greater distances than 100 miles, are not at present money-makers for the warehouseman. To make a profit, even under the condition mentioned, the truck must move at least 30 miles an hour, and payment must be at the rate of 30 cents per mile or more, with a minimum charge of \$10 for loading and unloading.

"Distances over which goods are offered to be shipped by truck are constantly increasing. The rate schedule established by the Railroad Commission protects the carrier, because he can accept or refuse shipments, as he chooses, but this is unfair to the customer, and the public must be served. In view of this condition, I believe the carrier always should advise the customer of the cheapest way to ship, even by freight or express on the railroad, and even at the risk of the loss of the job. And let me warn you that if the furniture warehouseman does not prepare to handle long-distance furniture moving, some one else will take up the job and take it up soon.

"At present, in my opinion, 600 miles

is about the limit of long-distance hauling by truck. Considering time and labor, packing and cartage, the truck is more economical for long distance hauls of furniture than the railroad, and I prefer the truck to the lift van, as less likely to damage the furniture. There is still much variation in rates, and we probably shall have still other important changes before the long-distance moving of household goods settles itself where it belongs, wherever that may be."

#### Not "How Cheap"

Discussing "Reciprocal Relations," Clarence J. Neal said that a new economic and industrial problem had been set up by the rapid growth of long distance hauling.

"This condition," he declared, "may put all of us in a new business almost before we know it. It involves a possible revision of the present system of collections, a responsibility which we cannot evade with either truck or rail shipments. The long-distance hauler today assumes full responsibility for packing and carrying all the way through, from house to house, though as yet it appears that 300 miles is about his economic limit. To meet this, the furniture warehouseman must join hands with the carrier, and make a partner of the storage man in the distant city. The furniture warehouseman must unite with the railroads to assume complete responsibility and give the fullest service.

"The problem before us is not how cheap, but how well, the job can be done. The railroads are reciprocating with us in giving service and assuming responsibility, and are not accepting goods unless they are properly packed for shipment. I believe that the business should be regulated, so that proper and adequate, yet fair, rates may be established and maintained. We as furniture warehousemen should join with the railroads to the end that both industries may be protected in their investments. Just as we are coming to standardization in other matters of business and industry, so we must come to it in the business of furniture moving and storing."

Mr. Neal expressed opposition to two N. F. W. A. conventions a year and said he believed the winter meeting should be the major gathering of the national organization.

#### In Memoriam

On motion by Milo Bekins the action of the ten members in Los Angeles in attempting to put the telephone directory under State Commission regulation was indorsed.

On suggestion from the president the convention stood in silence for half a minute in tribute to the memories of J. W. Stern, Thomas J. Skellet and Fred Dickinson, warehousemen who have passed on during the year just closed.

A banquet concluded the convention. John R. Driver was toastmaster and the speakers included Mr. Gould, Mr. Lyon, Mr. Gatter, and Kenneth A. Millican, of the Pacific National Bank, San Francisco.

## Louisiana

THE Louisiana Motor Transportation Association at its annual meeting, held in New Orleans on Feb. 25, went on record opposing the proposed Federal bill which would regulate interstate commerce by motor vehicles. The bill was described by various delegates as a "railroad measure" adverse to the development of motor freight transport.

"If this bill becomes enacted," said Edward R. Greenlaw, secretary, "the Federal Government will be empowered to force many motor transportation lines out of business by readjusting rates.

"It is very unlikely that the Government, in readjusting these rates, will take under consideration the physical aspects of the roads which the motor lines must use. In some parts of the country it is possible to cover only a very small mileage a day, and yet, under the provisions of the Federal bill, motor trucks will be forced to carry commodities at the same rates that railroads carry them, notwithstanding the fact that motor trucks are handicapped by boggy roads."

Speakers expressed optimism that motor transport would continue to make rapid progress unless discouraged by unfair legislation.

Mr. Greenlaw was appointed to represent the association with the Truck Users' National Conference, which is opposing the Federal bill, and with which household goods warehousing interests are identified.

The Louisiana association, in its second year of activity, voted to help the State in the campaign against truck owners who understand the tonnage of their vehicles when applying for licenses. The 1926 program will include work for better highways throughout the State and the drafting of a new vehicle law to be introduced in the State Legislature.

Edward E. Crozat was elected president and Mr. Greenlaw was reelected secretary.

—R. A. Sullivan

## Massachusetts

AT the February monthly meeting of the Massachusetts Warehousemen's Association, held at the Exchange Club in Boston on the 17th, J. S. Sawtelle, a Portland, Me., storage executive, a guest, reported a satisfactory volume of business among warehousemen in his State, due in part to the large pack produced by the local canning industries.

Stephen H. Whidden, Boston, reporting as chairman of the legislative committee, said there were no bills before the State Legislature adverse to the industry.

Samuel G. Spear, Boston, the president, submitted a report on Federal bills, including the "free port" measure, which he said he was watching on behalf of the industry.

Olin M. Jacobs, Boston, secretary, reported regarding the meeting of the shippers' advisory board in Portland, Me., late in January. Mr. Jacobs represented the warehousing association at the board's conference.

—S. F. Holland



## Engine-under-the-seat design allows ample room for bulky loads



Four-cylinder Autocar owned by The Cummins Storage Co., Canton, Ohio.

Autocar short wheelbase, made possible by the distinctive engine-under-the-seat design, gives greater maneuverability in traffic and narrow city streets yet allows for carrying a maximum pay load on a minimum wheelbase.

Mr. E. M. Perdue, Manager of The Cummins Storage Co., Canton, O., tells of their experience with Autocars:

"It was our pleasure in June of last year to buy a Model KA Autocar, on which we mounted a 16-ft. van body. This truck has been so very satisfactory that we have decided, inasmuch as we are contemplating some new trucks this year, to use Autocars and we would like to have you call upon us at your earliest convenience."

*Since writing this letter they have purchased another KA Autocar.*

### The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Buffalo	*Denver	*Los Angeles	*Orlando	*San Diego	*Tampa
*Allentown	*Camden	*Detroit	*Memphis	*Paterson	*San Francisco	*Trenton
*Altoona	*Canton, O.	*Erie	*Miami	*Philadelphia	*San Jose	*Washington
*Atlanta	*Charlotte	*Fall River	*Newark	*Pittsburgh	*Schenectady	*West Palm Beach
*Atlantic City	*Chester	*Fresno	*New Bedford	*Providence	*Scranton	*Wheeling
*Baltimore	*Chicago	*Indianapolis	*New Haven	*Reading	*Shamokin	*Wilkes-Barre
*Binghamton	*Cleveland	*Jacksonville	*New York	*Richmond	*Springfield	*Williamsport
*Boston	*Columbus	*Jersey City	*Norfolk	*Rochester	*St. Louis	*Wilmington
*Bronx	*Dallas	*Lawrence	*Oakland	*Sacramento	*Stockton	*Worcester
*Brooklyn					*Syracuse	*York

\* Indicates Direct Factory Branch

# Autocar

gas and electric trucks

**EITHER OR BOTH - AS YOUR WORK REQUIRES**

**American**

THE following companies have been elected members of the American Warehousemen's Association:

Associated Warehouse & Truck Co., San Bernardino, Cal. Herbert C. Shaw is president and C. A. Bailey is secretary.

Central Storage & Forwarding Co., Chicago. G. M. McConnell is president and J. U. Nicholson is operating executive.

Morgan Warehouse & Commercial Co., Dallas, Tex. S. T. Morgan is president and Heber Page is vice-president and secretary.

Universal Terminal Warehouse Co., Galveston and Houston, Tex. C. S. Eyttinge is president and R. J. Leibenderfer is secretary.

Werner Bros. Fireproof Storage Co., Chicago. M. H. Kennelly is president and H. A. Gardner is secretary.

The Eagle Warehouse & Storage Co., Brooklyn, and the Kinheart Transfer & Storage Co., Mason City, Iowa, have become affiliated with the merchandise division consequent upon the amalgamation of the American's household goods section with the National Furniture Warehousemen's Association.

**Canada**

IF plans tentatively made by the officers of the Canadian Storage & Transfermen's Association are carried through the eighth annual convention of the Dominion organization will be held in Toronto, Ontario, not later than June 15.

**Central Illinois**

THE quarterly business session of the Central Warehousemen's Association of Illinois was held on Feb. 20 at the Nelson Hotel in Rockford and at the banquet Daniel Bloom of the Trans-Continental Freight Co. discussed the growth of motor carriers and insurance on shipments. Wilson V. Little, Chicago, executive secretary of the merchandise division of the American Warehousemen's Association, gave a talk on the standard Terms and Conditions.

Subjects discussed during the business sessions included storage rates, the Federal bill to regulate interstate commerce by motor vehicles, and transit insurance.

The Federal regulatory measure in its present form was opposed, but modifications were urged to make it acceptable to warehousemen.

**Connecticut**

THE Connecticut Warehousemen's Association, at its February monthly meeting held in New Haven on the 13th, voted to send a letter of sympathy to the family of the late Thomas J. Skellet, Minneapolis, who was a director of the National Furniture Warehousemen's Association and president of the Minnesota Warehousemen's Association.

William H. Schaefer, Stamford, submitted a report regarding the N. F. W. A. convention in Memphis in January.

The Senate bill to regulate interstate commerce by motor vehicles was discussed. The Connecticut body has already gone on record against enactment of this measure in its present form.

**Ohio**

IN line with the plans laid at the recent annual meeting of the Ohio Warehousemen's Association to hold meetings oftener than once a year the members will assemble at the Deshler

**E. H. Lee**

Recently elected president Ohio Warehousemen's Association. Mr. Lee is president of H. C. Lee & Sons Co., Toledo

**Don C. Welch**

Recently elected secretary Ohio Warehousemen's Association. Mr. Welch is manager of the Security Storage Co., Cincinnati

Hotel in Columbus on April 9. A meeting was to have been held in Columbus on March 11, but was deferred in order to give certain new committees further time in which to prepare reports.

**Iowa**

AT the annual meeting of the Iowa Warehousemen's Association, held at the Fort Des Moines Hotel in Des Moines on Feb. 19 and 20, officers were elected as follows:

President, F. C. Eslick, president Cadwell Transfer & Storage Co., Mason City.

Vice-president, L. E. Stone, vice-president White Line Transfer & Storage Co., Des Moines.

Secretary-treasurer, John J. Brady, president Brady Transfer & Storage Co., Fort Dodge.

Directors, Arthur C. Schick, treasurer Merchants Transfer & Storage Co., Davenport; S. T. Bekins, manager household department Bekins Van & Storage Co., Sioux City; M. M. Elliot, vice-president Cedar Rapids Transfer & Storage Co., Inc., Cedar Rapids, and R. A. Ford, president Ford Transfer & Storage Co., Council Bluffs.

Plans were laid for establishing truck terminals in the larger cities of the State in an effort to reduce long distance hauling costs.

"By cooperation," Mr. Brady said, "we can be of great service to the smaller communities where train service is poor and it is hoped to perfect an arrangement whereby a truck that goes with a load from one small city to another will not come back empty; it can go to a central terminal and bring back a load. With a two-way shipment it will cut operating expenses."

C. D. Cass, Cedar Rapids, read a paper in which he alluded to proposed Federal bill to regulate interstate commerce by motor vehicles, declaring the measure should not include the household goods moving business.

It was suggested that the legislative committee endeavor to place on Iowa's statute books a law similar to the New Jersey one under which shippers' goods in public warehouses are exempt from taxation.

Discussion of business conditions indicated they have been a trifle better since the first of the year, and 1926 prospects were held to be good.

**San Francisco**

THE Warehousemen's Association of the Port of San Francisco at its annual meeting reelected officers as follows:

President, A. P. Heise, proprietor Peninsular Warehouse.

Vice-president, Al. T. Gibson, president Lawrence Warehouse Co.

Secretary, L. A. Bailey. Mr. Bailey has served in this capacity approximately fifteen years.

Subjects discussed at the annual meeting, which closed with a banquet, include periodical business reports, group insurance and rates.



**— Only 30 Inches from the Ground !**

## SIX FAST FREIGHT

**A specially designed, low-hung van body for long distance moving, mounted on six cylinder van chassis—**

The RUGGLES "Six" Fast Freight meets a long felt need for lower body mounting with lower center of gravity and better distribution of weight.

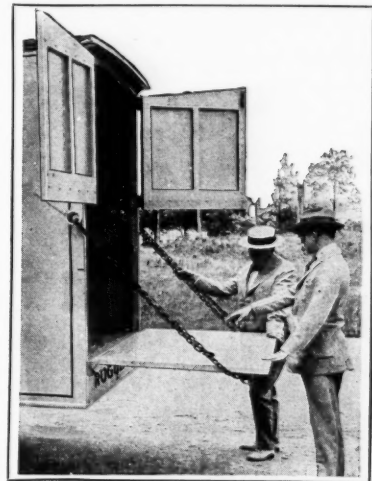
Designed and built expressly for hauling service where low loading is needed, every mechanical detail has been developed with extreme care for utmost satisfaction and dependability under every working condition.

The wheelbase is exceptionally long, enabling an extra large body without objectionable overhang, which, combined with the ideal balance and proper distribution of weight, eliminates rocking and swaying on the road.

Six cylinder power, speed and flexibility insure faster delivery, greater earning power and wider range of service. Long distance movers will appreciate the many advantages of this chassis. Every unit from the dependable six cylinder motor to the RUGGLES full floating double-reduction rear axle is built to stand the strains and stresses of high speed operation under full load.

Standard bodies, built in our own body plant, include moving van, stake rack and express—all with body bed only 30 inches from the ground.

Write for full information.



The floor is just the right height for easy loading without lifting.

### **All Bodies Built Complete in Our Own Body Plant**

Because all bodies are built complete in our own plant, we are enabled to render RUGGLES Truck users the fullest co-operation in the design and construction of bodies for each individual requirement, and making possible an undivided responsibility

RUGGLES MOTOR TRUCK COMPANY, Saginaw, Michigan, U. S. A.

# RUGGLES

**A COMPLETE LINE OF "SIXES" AND "FOURS" FOR EVERY HAULING NEED**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



In his report as secretary Mr. Bailey recommended a discontinuance of the present tariff and substituting a scientific one which would place on all commodities the warehouse charges that are commensurate with costs and allow profits worthy of the risks and hazards attending the business. A committee has been appointed to report regarding the advisability of seeking a rate hearing intended to lead to the establishing of a scientific tariff with the permission of the State Railroad Commission, which regulates warehouse rates.

### Minnesota

**THE** Minnesota Warehousemen's Association through its secretary, George A. Rhame, Minneapolis, has submitted to the State's Senators and Representatives in Congress a letter setting forth the association's objections to the proposed Federal law to regulate interstate commerce by motor vehicles. These objections are:

1. "It would create a vastly increased amount of work for the Interstate Commerce Commission, which is already overburdened with work, and would open the way for a large number of new positions of employment with the Government. We ought to be cutting down the number of Government employees, not increasing them.

#### "Monopolistic"

2. "The bill is monopolistic in its intent. It plans that only a certain number of concerns shall be allowed to use certain routes, thus reducing competition. Wherever this has been done in various States rates have immediately increased to the disadvantage of the public. That is true in Minnesota, where the railroads themselves have taken over motor vehicle hauling and immediately increased rates.

3. "In Minnesota, with a similar bill passed to regulate motor vehicle haulers who are common carriers operating over regular routes and between fixed termini, certain transportation companies came under the law, while by the terms of the bill intermittent haulers were apparently excluded. This resulted in discrimination against the regular hauler and an attempt on the part of the Commission to get intermittent haulers under its control. To eliminate competition on the part of intermittent haulers would do away with the business. There is a large business being done in the hauling of household goods, a new service by truck which is vastly superior to any other means of transportation, and this business would be jeopardized by such a law. More than 700 concerns are members of the National Furniture Warehousemen's Association, a large part of whom are engaged exclusively in the handling of household goods, and their business will be jeopardized by this law, when as a matter of fact they render a very necessary public service.

4. "The Government is spending

millions of dollars to assist transportation on the rivers, which will result in direct competition with the railroads. The bill to regulate motor vehicles aims to destroy a new and efficient means of transportation, especially adapted to certain commodities and which has as direct an effect in keeping railroad rates down as water transportation will have. Is it just to subsidize one method and penalize another? It must be borne in mind that these trucks are paying their just share for the maintenance of the roads they use.

"Government control of railroads is necessary because they are in the nature of things monopolistic. This is not true of truck companies, but free competition exists by which the public may be protected against unjust rates."

The Minnesota association's sixteenth annual meeting will be held at the Nicollet Hotel in Minneapolis on April 16.

The Minnesota Commercial Truck Owners' Association also is opposed to the bill.

### New York Port

**THE** problem of governmental—Federal and municipal—competition with the public storage industry occupied a major part of the discussions at the February monthly meeting of the Warehousemen's Association of the Port of New York, held on the 16th at the Whitehall Club.

A resolution offered by W. F. Firth, the president, was adopted as follows:

"Resolved, that a committee of five be appointed for the purpose of holding a conference with Mayor James J. Walker on the matter of the use of city pier property and securing an income therefrom that will not only give an adequate return on the investment but also protect private property, used for like purposes, from confiscation."

#### Army Base Policy

Regarding the use of army piers for public storage purposes, a letter was read which United States Senator Wadsworth had received from the Quartermaster General and which the Senator transmitted to Mr. Firth. The letter concludes:

"It is not the policy of the War Department to render any competition with commercial interests but only to make such facilities of the War Department, as are not for the time being required, available for use by the public.

"The large storage warehouses built during the war represent an enormous investment of public funds and the present economic program of the Government requires that such facilities shall be utilized to the greatest possible extent in order that the investment may be conserved and the revenues of the Government augmented in every legitimate way.

"The Secretary of War has consistently answered the various protests of

the warehousemen's associations by maintaining the position that the large bases should be used in the interest of all the people of the United States, and not in the interest of the warehousemen alone."

A report submitted by Wilson W. Phraner summarized as follows "the chief reasons why the leasing of piers for storage purposes should be opposed" by the association:

"1. Interference with the free flow of commerce.

"2. Unfair competition with organized business under the burden of taxation.

"3. The fact that the City of New York considered it important enough in its charter to prohibit the use of piers for storage purposes.

"4. The leasing of piers in New Jersey for storage at low rates would tend to divert a certain amount of business that ordinarily would come to New York City and State."

On motion by Mr. Phraner the following resolution was adopted.

"Whereas, under the lease made by the U. S. Shipping Board, to the Atlantic Tidewater Terminal Co., of property located at the Army Base in Brooklyn, the tenants are conducting a warehouse business, not only in the warehouse buildings but also on the covered piers, and

#### Unfair Competition

"Whereas, it is proposed to lease the piers located at Hoboken, and operated by the U. S. Shipping Board, to the said operating company, to be used by them for storage purposes, and

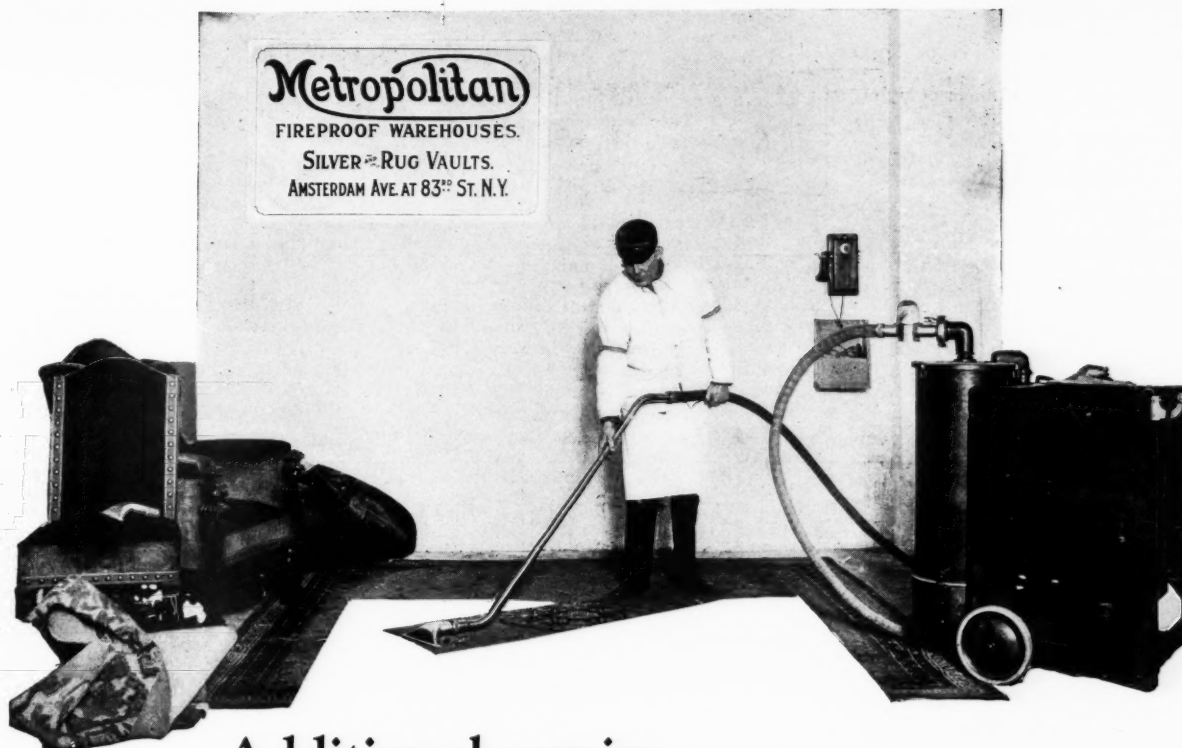
"Whereas, this use is not in accord with the use of property for public purposes, and creates a competition that is unfair and destructive of private interests, therefore be it

"Resolved, that a committee of three be appointed to confer with the members of the U. S. Shipping Board upon this subject to the end that the present policy under which these properties are being operated be acceptably modified."

The Federal bill to regulate interstate commerce by motor vehicles was considered. The legal committee was asked to make a further study of the measure and submit a report emphasizing the features objectionable to warehousing. Similar action was taken with regard to the proposed Federal "free port" bill and with regard to a Federal bill regarding reorganization of government.

The insurance committee reported it had been unable to arrange for mutual or group coverage because only a small number of the members was interested; but that a small reduction in rate on elevators had been obtained.

Individual reports by members disclosed receipts of goods in excess of deliveries. Movement of goods was reported very active, collections variable, and labor plentiful. Space occupancy ranged from 30 to 80 per cent; average, a little more than 60 per cent.



## Additional service for your customers that actually saves you money

**H**ERE IS a service you can give your customers that will not only make them more satisfied, but will also protect their rugs and furniture from deterioration and so insure against loss.

More and more progressive warehouses are doing their own cleaning of rugs and upholstered furniture.

ARCO Magic Wand Vacuum Cleaners have made this possible because they not only give a perfect cleaning service, but actually save money while they do it.

ARCO Magic Wand Vacuum Cleaners make it unnecessary to send materials outside to be cleaned. They take out every particle of dirt, moth larvae, etc. They are easy to use because they can be wheeled to any part of the warehouse on their rubber-tired wheels and they operate so economically that they soon pay for themselves.

The letter from the Metropolitan Warehouse shows how one of the most prominent companies in the country is capitalizing on ARCO Magic Wand Vacuum Cleaners. We shall be glad to tell you about their methods—glad to send you descriptive literature if you will mail the coupon.

## ARCO Magic Wand Truck Vacuum Cleaners



ARCO WAND CORPORATION  
40 West 40th St., New York City

Gentlemen: Please send me further information  
on ARCO Magic Wand Vacuum Cleaners.

Very truly yours,

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

### West Virginia

**T**HE West Virginia Truck Owners' Association, with which warehouse companies are identified, is carrying on a fight against the double registration fee which the State imposes on motor trucks used in the storage and moving industry. C. J. Bailey, president of the Huntington Transfer & Storage Co., Huntington, is president of the West Virginia body and president also of the Huntington Truck Men's Association. He holds that the law "bids fair to taxing the moving and storage men out of business."

The section of the registration law to which the warehousing interests object is known as classification 4-H. Under

its provisions trucks operating for public hire are assessed for licenses on a basis of twice the sum for trucks of corresponding capacities in the service of concerns delivering their own commodities. This is held by the warehousemen to be equivalent to class legislation.

### Ohio Haulers

**M**EMBERS in the Lima district of the Ohio Association of Commercial Haulers met in Lima on March 11 and voted to start legal proceedings against unlicensed haulers who have been operating not in conformance with the provisions of the Freeman-Collister and Lippincott-Baxter laws under which intrastate motor vehicle operation is

regulated. Counties included in the drive are Allen, Putnam, Auglaize, Hardin, Logan, Van Wert, Paulding and Mercer.

### Columbus

**T**HE Columbus Transportation Club at a recent meeting adopted a resolution urging that Congress enact a law charging the Interstate Commerce Commission with the regulation of motor vehicles engaged in interstate commerce and asking that such regulations be in harmony with those now applying to the rail carriers.

C. O. Ruggles, head of the College of Commerce and Journalism at the Ohio State University, was elected president.

## HERE AND THERE IN THE INDUSTRY

### Pacific Terminal Personnel

Announcement is made by Charles G. Munson, organizer, vice-president and general manager of the Pacific Coast Terminal Co. recently established in business at 820 McGarry Street, Los Angeles, of the personnel of his new firm, as follows:

Frank L. Johnson, who has been Mr. Munson's secretary for ten years, is office manager, in charge of office and detail work. As assistant to Mr. Munson, Arthur W. Cook will have charge of the physical handling of commodities through the warehouse; Mr. Cook was with Mr. Munson for five years when the latter was vice-president and general manager of the Union Terminal Warehouse Co., Los Angeles, and for twelve years prior to that was with the claim department of the Southern Pacific. W. W. Wick is traffic manager, a position he held with the Union Terminal firm for two years following traffic experience with railroads and traffic bureaus. The foreman is William Tebbets, who has been in Mr. Munson's employ for twelve years.

The Pacific Coast Terminal Co.'s plant is a reinforced concrete five-story building, sprinklered, containing 116,000 square feet of floor space, and equipped with a spiral chute, three heavy duty freight elevators, and with a passenger elevator for tenants occupying office or loft space.

Mr. Munson was the Union Terminal Company's operating executive for six years and prior to that he operated the old Shattuck & Nimmo warehouse later taken over by the Union Terminal.

### California Court Ruling

A decision of importance to warehousemen in general, to furniture storage companies in particular, and to all operators of truck fleets in California,

has been handed down by the California Supreme Court. This decision holds that the California State Railroad Commission, which has charge of the for-hire carriers of the State, has the authority to refuse to grant permits, or certificates of operation, to radial motor vehicle operators.

The case, which was a test, came up some time ago when Ben Moore and George Harms applied to the Commission for a certificate to operate a motor-truck service between Sanger, California, and points on or within a radius of 100 miles of that town. The Commission refused the permit on the ground that it had no jurisdiction in the case. A writ for review was denied to Moore and Harms by the Commission. The case was carried up through the Courts, and the California Interstate Motor Freight Association was denied a writ of mandate to compel the Commission to assume jurisdiction over all motor-freight operators, individuals, firms or corporations in the State.

The Supreme Court denied writs of review and of mandate to the operators.

This leaves the general warehousemen operating truck fleets, and the furniture transfer and storage men, somewhat "up in the air," as it is practically impossible for operators in either of these industries to specify the exact termini between which they desire to operate as contract carriers, or to give the distances, except in matters of radius of operations, between points or along routes on which their trucks operate.

### Cold Storages Urged

In a recent address before the Maine State Grange meeting in Augusta, Mayor McLean of that city advocated establishing more cold storage warehouses where experts would attend to grading various farm products, thus attracting more purchasers to Maine.

### Egg Storage Losses

A conservative estimate of the losses caused, by a drop in the price of cold storage eggs, to dealers throughout New York State in the 1925-1926 storage period is \$3,000,000, according to a statement issued on March 10 at Albany by the State Department of Farms and Markets, based on reports received by Commissioner Berne A. Pyrke. The statement adds:

"Reports received by the commissioner on eggs in storage show that between Feb. 1 and March 1, 1926, more than 100,000 cases of storage eggs were placed on the market, while in the same period in 1925 around 25,000 cases were taken out of storage for sale.

"Various reasons are given for the deflation in price and resultant loss, one being the heavy supply of fresh eggs resulting from the mild weather in the West and Middle West during December and January. Another is the heavy importation of 'frozen' eggs from China.

"Eggs which were placed in storage at a cost of 36c. a dozen have been taken out to be sold at 20c. a dozen or less wholesale. It is estimated that possibly the average loss per dozen is around 10c."

On March 1, 14,348 cases of eggs were in cold storage plants as compared with 120,890 cases on Feb. 1, as against 2,077 cases and 27,867 cases respectively on March 1 and Feb. 1 of 1925.

Regarding eggs from China, the statement says:

"It is contended by dealers that the importation of eggs from China was a very important factor in reducing the demand for New York State cold storage eggs. It is reported that syndicates collect eggs in China, remove the shells, freeze them, and ship them to this country in tin containers. This supply is used generally by baking concerns, and as a result these concerns did not draw on the eggs in cold storage."





## Popular with Business Leaders —National and Local!

**T**HE railroads of this continent are the world's greatest railroads and surely they know transportation. Their opinion of any truck should be a good indication of that truck's worth—good advice to follow!

These great railways buy hauling units on a cold dollars-and-cents basis per ton-mile of service delivered, and they buy Internationals. Seeking operating economy and truck stamina that lasts for years, they rely on Internationals.

And not only the railroads, but the leading express companies of the United States and Canada, working hand-in-hand with the railroads, use International Trucks.

Read over this list of names and you will realize that here is evidence of confidence in International Automotive Equipment thoroughly in keeping with the confidence commanded by other products of the Harvester Company for almost a hundred years.

*These Railroads own International Automotive Equipment—Trucks, Coaches, Industrial Tractors*

Chicago, Milwaukee & St. Paul	Norfolk & Western
Chicago, Burlington & Quincy	St. Louis, Southwestern
Atchison, Topeka & Santa Fe	Union Pacific
Missouri, Kansas & Texas	Nickel Plate Road
Pennsylvania System	Chicago & Northwestern
New York Central Lines	Canadian Pacific
Southern Pacific	Great Northern
Minneapolis & St. Louis	New York, New Haven & Hartford
Elgin, Joliet & Eastern	Missouri Pacific
Illinois Central	Rock Island Lines
Canadian National	Soo Line
Baltimore & Ohio	Monon Route

INTERNATIONAL HARVESTER COMPANY  
of America  
(Incorporated)

606 So. Michigan Ave.

Chicago, Ill.

# INTERNATIONAL

## HARVESTER TRUCKS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Baron Sumitomo, Japanese Storage Executive, Is Dead

AN Associated Press Dispatch from Tokio on March 2 brought word of the death of Baron Kichizaemon Sumitomo, president of the Sumitomo Warehouse Co., Ltd., located in Osaka, Japan, and a member company in the American Warehousemen's Association. He had been ill for several months.

The house of Sumitomo, of which Baron K. Sumitomo was the head, controls not only the Sumitomo Bank but is widely interested in copper mines and smelters, coal mines, steel works, cable and wire works, and other industrial enterprises in Japan.

Baron K. Sumitomo, who was managing head of most of the enterprises which bear his name, was a great admirer of American methods. He made several extensive investigations of industries and mines in this country and in Europe. His interest in American business ideas was emphasized through his Osaka warehousing firm joining the American Warehousemen's Association. He was a member of the Japanese Warehousemen's Association.

In 1911 he was created a baron as a reward for his noteworthy services to industrial Japan. He was accounted one of Japan's wealthiest citizens and was a brother of Prince Saionji, one of the elder statesmen.

### John F. Rhoads Dies

Death on Jan. 25 removed John F. Rhoads, who was president of the John Rhoads Company, household goods warehousemen in Philadelphia. He was West Philadelphia's pioneer warehouseman and carpet cleaner, having established his business in February, 1886, and was one of the organizers of the Pennsylvania Furniture Warehousemen's Association. He was a member of the National Furniture Warehousemen's Association. Mr. Rhoads is survived by his widow, Mrs. A. L. G. Rhoads, and a son, Howard G. Rhoads.

### K. C. Car Storage

According to Kansas City warehousemen there were more automobiles in storage there recently than at any time during 1925.

"Whether this means," to quote John A. Groves, president of the Groves Storage Warehouse Co., Inc., "that cars are not selling as well as last year, or merely that the agencies are forced to take more cars, I do not know."

### National Chamber Meets May 11

The Chamber of Commerce of the United States will hold its fourteenth annual meeting in Washington, D. C., on May 11, 12 and 13.

### Lawrence Company to Build

The Lawrence Warehouse Co., San Francisco, has obtained a permit to build a three-story general warehouse, to cost

approximately \$300,000, at Franklin, Water and Webster Streets. The structure will go up on a site covering 42,000 square feet, will contain about 200,000 square feet of floor space, and is expected to be completed this year. Eleven stores on the ground floor will provide headquarters for as many wholesale and distributing firms and the Lawrence company will install commodious offices.

### Lawrence Co. Buys in Oakland

The Lawrence company has purchased a block of land on the Oakland Estuary in Oakland and will erect a five-story concrete warehouse on the site, according to announcement by Al T. Gibson, president, from the company's executive offices in San Francisco. Investment in the new properties amounts to \$500,000. The company bought land bounded by First, Water, Franklin and Webster Streets, Oakland, at a price reported to be \$150,000. The block contains 42,000 sq. ft. and is located adjacent to the Franklin Street docks, operated by the city. Barges may dock at the Franklin docks and goods will be transported from the docks across the street to the warehouse.

Architects are preparing plans for the new building, which will be a five-story concrete structure costing \$350,000. The structure will contain about 200,000 ft. of floor space. Eleven stores will be constructed on the ground floor as headquarters of wholesalers. Construction will start early next spring after the winter rains.

### Long Distance Feet

A trip from Amsterdam, N. Y., to Jackson, Mich., and return, in five days is the experience of a Pierce-Arrow motor truck operated by John B. Igoe, Amsterdam, N. Y., warehouseman. The vehicle covered 1621 miles, leaving Amsterdam on Oct. 21 for Philadelphia, there loading for the Michigan city, picking up a new load in Jackson, and arriving back in Amsterdam on Oct. 22.

The entire journey was made without mechanical trouble of any kind, according to Mr. Igoe. West of Buffalo heavy snow was encountered for a few miles but the equipment went through without trouble. The truck went at a moderate speed, the crew sleeping from midnight until early morning each day and taking time off for meals.

The chassis was placed in operation last May and had been driven more than 10,000 miles prior to the Amsterdam-Jackson trip.

### Fordney Heads Ruggles Co.

J. W. Fordney, former chairman of the ways and means committee of the national House of Representatives, was elected president of the Ruggles Motor Truck Co. at a recent meeting of the board of directors in Saginaw, Mich. He had for the past two years been a director.

The Ruggles company's business for 1925 was reported upward of 93 per cent in excess of that of 1924.

## Manhattan Co. in New York Is Building 16-Story Plant

(Concluded from page 39)

The design of the exterior illustrates the effect of the New York City building restrictions regarding building heights in relation to street widths. These restrictions, while they may seem to impose a hardship on the individual owner, nevertheless lead to a certain picturesque quality which might not be otherwise attained. The street elevations of the new Manhattan warehouse are the result of the application of these rules of "height and setback" and of the taking advantage of certain permissible allowances, at the same time providing every square foot of floor surface that may be legally possible.

The lack of any need of general daylight illumination has contributed another interesting feature of the design in its lack of windows, thereby creating large wall surfaces which, by their very immensity, are imposing.

### The Exterior

The treatment of the exterior also eliminates all projecting belt courses and cornices, the tops of the walls being capped with a deep coping.

The central working space of the building is indicated by the battery of windows in the center of the Eightieth Street front. The windows in one of the towers serve a set of stairs and a customers' elevator.

What little decoration there is has been inspired from the Romanesque.

The first story will be of granite, the main walls above this point being of grayish buff brick in variations of two shades to form the vertical panel effect, the brick having a slight texture. The window sills and coping will be of limestone, and the filling in below the sills of the central corridor will be of black dull glaze terra cotta. The wall copings will be of stone and the roofs will be the built-up type of asphalt felt.

The Manhattan company has leased for a long term of years, from July 1, 1927, its property at Lexington Avenue and East Forty-second Street. The old fortress-like warehouse was built in 1882 and has been a landmark of New York. Owing to changed conditions in the Pershing Square district, fronting the Grand Central Terminal, the old Manhattan warehouse will give way to a modern office building or a hotel.

### Edelen Company to Build

Announcement is made by the Edelen Transfer & Storage Co., Knoxville, Tenn., of plans to erect a \$100,000 six-story concrete and steel household goods warehouse at 709-711 North Broadway. It is hoped to have the structure ready for occupancy by about July 1.

The first floor will include office and steam-heated piano room. The second will be divided into individual apartments. A "tapestry room," for rugs and carpets, will be located on the third floor.

# BUDD-MICHELIN Dual Wheels

take the risk

out of

*Rush!*



**P**UT YOUR TRUCKS on a cushion of *air* and you insure the cargo against breakage.

Your trucks can rush along with passenger-car speed and ease. Speed with safety to fragile loads, safety to the truck and comfort to the driver. And both truck and driver can do a bigger day's work.

They can cover more ground, make more stops and more deliveries—and do it easier—with less wear on the truck, less fatigue to the driver and less expense all around.

Budd-Michelin Dual Wheels are the way! They have made it possible for heavy trucks to ride on *regular-size* pneumatics and get tire-mileage equal to that of passenger cars!

They have done it for the bus industry, where low operating costs are a vital necessity. Where loads are heavy and schedules demand speedy, uninterrupted service. Yet, over 30,000 heavy buses on Budd-Michelin Dual Wheels average from 15,000 to 20,000 miles per set of tires. Heavy trucks equipped with Budd-Michelin Dual Wheels are getting the same remarkable tire-mileage.

Budd-Michelin Dual Wheels mean fewer repairs, longer service from every truck and lower maintenance costs day in and day out. You can get them on any make of truck by specifying them in your order. Your present trucks can be equipped with Duals, too. Ask your dealer—or write us.



## BUDD

WHEEL COMPANY  
Detroit

*The Budd-Michelin equipment—two Budd-Michelin single wheels in front, two Budd-Michelin Dual Wheels in the rear (pairs of single wheels acting together as units). All wheels completely interchangeable either as units or as halves of Duals. One spare.*



## Putting Fruit to "Sleep" Is New Preservation Method

THE following recent copyright despatch from London to the New York Times is of interest to cold storage warehouse executives:

"By sending fruit to sleep, Professor John McLean Thompson, professor of botany at Liverpool University, declares that he has discovered a method of fruit storage and preservation which is expected to supersede cold storage and make possible the importation in this country of fruits too perishable hitherto for trans-shipment here.

"Professor Thompson and his staff have been experimenting for three years and fruit exporters are said to be so impressed with the new system that they are preparing a large store room for further tests on a commercial scale. Professor Thompson, explaining his method of storage yesterday, said that by means of simple apparatus the air in a room is kept at steady temperature and humidity. The fruit then goes to sleep and does not deteriorate.

"He was led to the discovery by the fact that grain, when exported, was not put on ice, but goes to sleep and keeps alive and healthy.

"We give fruit its natural condition, which is never allowed to change," he said, "and the fruit does the rest. It becomes dormant, breathing ever so slightly."

"The system was perfectly successful with nuts, oranges and other citrous fruits, and experiments then began with apples. Thirty cases of American apples, ten of a fairly good quality, ten of moderate quality and ten of a very poor grade, were selected and now after four months they are in perfect condition, and in the opinion of Professor Thompson, they should still be as good until Easter and after."

### Crown Co. Reorganized

The Crown Transfer & Storage Co. of Pasadena, Cal., has changed hands and the officers are now B. O. Kendall, president; W. R. Coy, vice-president; George H. Curtis, secretary-treasurer; Jackson W. Kendall, manager, and H. W. Hill, assistant manager.

The reorganization gives the company new financial backing, placing it under the management of the Kendall Companies, whose total assets exceed \$2,500,000. The company has been made the Pasadena representative of the Judson Freight Forwarding Co. During the past few months considerable money has been spent in making extensive improvements at the Crown Company's warehouses.

### Grand Rapids Co. Builds

Work starts about March 1 on a five-story and basement fireproof warehouse, for household goods, for the Grand Rapids Storage & Van Co., Grand Rapids, Mich. The building will cost about \$250,000 and will stand at Lake

Drive and Robinson Road. George S. Kingsley, New York, is the architect.

The Grand Rapids company was recently incorporated with J. N. Trompen as president, Harry Kammen, vice-president and general manager, A. Stryker, Jr., treasurer, and Christopher Honde-link, secretary.

### New West Va. Company

The Logan Warehouse Storage Co. has been organized in Logan, W. Va., and incorporated with capital stock of \$5,000. The incorporators are J. C. Wall and C. S. Minter of Logan and T. F. Bailey, W. J. Harvie and J. H. Barry of Huntington.

## A Business Opportunity

THE City of Alexandria, Va., is in need of a first class merchandise warehouse, according to W. B. McGroarty, industrial agent for the Southern Railway System.

"The outlook for Alexandria is very fine, industrially," Mr. McGroarty states in a letter to *Distribution and Warehousing*, "and I am of the opinion that a man or company experienced in the business would make no mistake by establishing a first class warehouse here."

The Alexandria Chamber of Commerce will be glad to cooperate with any warehousing interests who may care to set up a storage business there. Address letters of inquiry to Mr. McGroarty.

### Canners' Storage-in-Transit

The Pennsylvania Railroad on Feb. 4 put into effect a ruling granting the canners of the Delmarva Peninsula, Del., storage-in-transit privilege at the Wilmington Marine Terminal for a period not exceeding twelve months. The ruling benefits both the canners and the terminal. On behalf of the Wilmington Board of Harbor Commissioners it is explained:

"Before the storage-in-transit privilege became effective the freight rate from Delmar, Del., for instance to Wilmington was 18c. per 100 pounds. If shipment was later forwarded to Chicago, Ill., the rate from Wilmington to Chicago being 54½c. per 100 pounds made a combination of rates from Delmar with stop-off at Wilmington of 72½c. per 100 pounds. Under the transit privilege which has been granted, a through rate of 59½c. will be applied against such shipments or a saving of 16c. per 100 pounds.

"The average car of canned goods weighs 40,000 pounds, therefore there will be a saving per car of \$64."

An estimated saving of \$75,000 annually will accrue to peninsula canners, and indirectly the farmers themselves, through the new tariff.

## Storage Charges Proposed on Unclaimed Express Lots

OWING to the increasing amount of refused and unclaimed goods left on the hands of the express companies the latter are planning to institute a system of rules and charges for storage whenever a shipment tendered for delivery is refused by the consignee.

As a first step in this direction the American Railway Express and the Southeastern Express companies have issued a docket outlining the proposal, and this which they intend filing with the Interstate Commerce Commission and incorporating in the express classification.

Briefly the plan requires that shipments destined to all points in the United States where the express companies maintain delivery service be subject to the proposed rules and charges. Three days' "free time" will be allowed, after which the storage charge will be ten cents for the first day and five cents for each of the next eight days, with a maximum of fifty cents a month for shipments weighing 100 pounds or less.

After the first month a flat charge of fifty cents a month or any fraction thereof will be assessed on shipments of this weight, which an express company is forced to store after having made a proper tender of delivery. On shipments of more than 100 pounds the rates will be proportionately higher.

### Written Notices

Under the rules, however, it is required that consignees be given notice in writing or otherwise, copy of which the carrier retains. The charges will not be assessed if the express agent has failed to give or send such notice, and shipments addressed or consigned to persons beyond the established free delivery limits also will be exempt.

The express companies have never assessed storage charges on shipments which were refused or which for other reasons, not the fault of the companies, were not accepted by the consignees when tendered for delivery. The carriers have no alternative but to store such shipments on their premises, until such time as the consignees see fit to accept them or the consignors order their return.

The practice of assessing storage charges on unclaimed shipments moving in other branches of railroad service, particularly freight and baggage, is one of long standing and is recognized by the shipping public as entirely fair.

The labor and expense incident to the storage of undelivered express shipments is a burden on the entire express service, which, the express companies contend, should be assumed by the owners of the goods stored and not by express patrons generally. The charges proposed, it is believed, will help correct the situation and reduce the quantity of goods left on the carriers' hands until called for. It is expected that the new system will become effective on or about May 1.

# The United



## "25,000 Miles Over Mountain Roads Without the Slightest Trouble"

This has been the experience of the California Highway Express, with this six cylinder United operating between San Francisco and Los Angeles. The average "Pay Load" hauled is from four to four and one-half tons.

The same company has operated a United Model 32 for fifteen months, covering over 115,000 miles and that truck has brought in gross earnings of over \$15,000.00.

Is it any wonder that "one United sells another"?

*Write for descriptive literature on the United complete line.*

**UNITED MOTORS PRODUCTS COMPANY**  
Grand Rapids, Michigan

**"Quality Transportation Units Since 1910"**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## New Motor Truck Models Are Announced by Various Makers

The General Motors Truck Co., Detroit, announces new heavy duty trucks "designed adequately to care for the increasing hauling problems of industry." Two of the models—a 5-ton and 3½-ton—have been named "Big Brute," to signify their strength. The third, a 2½-ton, has been designed "along lines that produce fleetness combined with strength." These models, it is announced, have a number of new features—(a) added power; (b) accuracy of construction "to eliminate need of frequent repairs"; (c) design that "permits easy and quick servicing"; and (d) ease of operation which produces efficiency. Rattle-proof cabs have been introduced, the cab having a one-piece full-vision ventilating windshield, spring seats, and sliding doors and sliding curtains, all combining to give the driver protection against the worst weather. There are various other mechanical improvements and the models are equipped with over-size tires to provide "better traction and to cover legislation requirements."

The Gramm & Kincaid Motors, Inc., Lima, Ohio, have placed two new models—60 and 80—on the market. The capacity of Model 60 provides a body allowance of 1500 lb., the chassis weight being 6500 lb. The Model 80 capacity is 8000 to 10,000 lb. with a body allowance of 2000 lb., and the chassis weight is 7960 lb. These models are made in two wheelbases—respectively 152 and 176 in., the loading spaces being 11½ and 15 ft.

The Moreland Motor Truck Co., Burbank, Cal., has brought out a new 2-ton capacity fast delivery vehicle styled the "Road Runner," the announced features being high speed, light weight, economy and handling ease.

The Nebraska Auto & Truck Manufacturing Co., Omaha, makers of the Douglas truck, has brought out new 2-ton and 3-ton capacity chassis models with optional wheelbases of 156 and 168 inches.

"Buddy" Stewart is the latest addition to the Stewart line of motor trucks, manufactured in Buffalo, N. Y. It is a ¾-ton fast delivery vehicle. Chassis price, \$895.

The Yellow Truck & Coach Manufacturing Co., Chicago, has brought out a 1-ton truck known as the "Money Maker" and listing at \$1,095. It is being manufactured at the GMC plant in Pontiac, Mich., and distributed through the GMC organization.

### Lyon Tire Rack

A new type of tire rack adaptable to public warehousing has been placed on the market by the Lyon Metallic Manufacturing Co., Aurora, Ill. The rack holds tires in a vertical position. Tires from 28 to 42 inches rest on the rounded

surface of tire bars and the manufacturers claim that through this method there is no danger of the tires being bulged. The rack is so designed that it is possible to add additional sections as required.

## Personal

George H. Borst, of the Twentieth Century Storage Warehouse Co., Philadelphia, recently sang over the radio from station WOO, at the Wanamaker Store in Philadelphia.

Harry C. Clark, a vice-president of the Weicker Transfer & Storage Co., Denver, has been made a member of the Denver Rotarians' transportation committee in connection with the international Rotary convention to be held in the Colorado city in June.

C. C. Daniel, president of the Central Storage Co., Kansas City, has been elected president of the Central Industrial District Association of Kansas City for his third consecutive term. Mr. Daniel has been made chairman of the essay committee in a contest being conducted by the Kansas City *Journal-Post* among school children, the essays to extol "the industrial glories of Greater Kansas City."

E. H. Hagel has succeeded Wilson V. Little as superintendent of the Western Warehousing Co., Chicago. Mr. Little resigned on Jan. 1 to become executive secretary of the merchandise division of the American Warehousemen's Association.

R. B. Hudenpohl, traffic manager of the Ballard Transfer & Storage Co., St. Paul, has been elected treasurer of the Transportation Club of St. Paul.

Willis D. Leet, Chicago, manager of Distribution Service, Inc., is recovering from a serious illness of pneumonia. He was in a hospital about two weeks during February.

Wilson V. Little, Chicago, executive secretary of the merchandise division of the American Warehousemen's Association, is the author of an article "The Merchandise Warehouse in Distribution" which appeared in a recent issue of *International Grocer*.

William J. Mitchell, president of Mitchell-the-Mover, Inc., Ithaca, N. Y., has been made second vice-president of the National Baseball Federation, an office which carries with it a membership in the executive committee.

W. W. Morse, president of the Security Storage Co., Minneapolis, has been made general manager of the Upper Mississippi Barge Line Corp., of which he is a vice-president. The activities of the corporation are expected to assure the Twin Cities and the Northwest an all-water route to the sea.

James J. Riordan has resigned as head of the United States Trucking Corp., New York City, to become president of the County Trust Co., a new banking institution.

## Truck Regulation Inquiry in Progress in California

THE Committee of Twenty-one appointed by the California State Railroad Commission to prepare a comprehensive revision of the present transport law with relation to operation of commercial vehicles has created sub-committees to study special phases of the major problem. The sub-committees are instructed to report monthly to the general committee, and in time a new measure will be presented to the State Legislature.

What the Committee of Twenty-one is undertaking is explained by A. J. Gatter, Los Angeles, in his report as retiring president of the Pacific Coast Furniture Warehousemen's Association—see account of the Coast organization's annual meeting, beginning on page 43.

Common carriers' services in the southern part of California are being considered by a sub-committee, with a similar sub-committee making inquiry in the northern section. Northern and southern sub-committees are investigating the problems of irregular carriers, the northern sub-committee including J. F. Vizzard, secretary-manager of the California Truck Owners' Association, with which many warehousemen are identified.

The Committee of Twenty-one includes among its members J. R. Zimmerman, secretary of the City Transfer & Storage Co., Long Beach, who at a recent meeting of the southern division of the Pacific Coast Association suggested the appointment of a committee to assemble statistics on the volume of hauling done by California warehousemen.

### Freight Container Information

Two pamphlets of interest to shippers and warehousemen have been issued recently by the American Railway Association, 30 Vesey Street, New York City.

Circular No. 20 deals with "Crates for Cast-Iron Household Cook Stoves and Ranges," in which the text endeavors "to design and specify a crate which will be simple and effective and adaptable to all types" of these two commodities.

Bulletin No. 1—"Cans (Inside Containers) for Liquids, Semi-Liquids and Pastes"—pertains to containers for lard, peanut butter and similar commodities where the gross weight of each package is approximately fifty pounds or less.

Copies of these pamphlets may be obtained by addressing the A. R. A.'s freight container bureau.

### Harner Now President

F. L. Harner has been elected president of the Fidelity Storage & Warehouse Co., Philadelphia, succeeding W. H. Reger, who has been made chairman of the board. W. C. Fitzgerald has been made vice-president, H. Norris Harrison, treasurer and W. A. Reger, secretary.



## The Ford Standard of Performance Applied to Every Job



**Ask the Ford Dealer or the Distributor nearest you about Warford equipment**

Albany, N. Y. - Foster-Warford Company  
Atlanta, Ga. - Atlanta-Houdaille Company  
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Charlotte, N. C. - Hall-Warford Company  
Chicago, Ill. - Sieg-Warford Company  
Columbia, S. C. - Sieg-Warford Company  
Dallas, Texas - Houdaille Polk Company  
Denver, Iowa - The Sieg Company  
Denver, Colorado - Motor Specialties Co.  
Detroit Mich. - Transmission Sales Co.  
Haverhill, Mass., Massachusetts Warford Co.  
Idaho Falls, Idaho - Auto Parts Company  
Indianapolis, Ind. - Kenney Equipment Co.  
Joliet, Ill. - W. C. Nabors  
Lewiston, Me., Wade & Dunton Motors, Inc.  
Los Angeles, Cal. - Hammel-Gerke Co.  
Mansfield, La. - W. C. Nabors  
Memphis, Tenn. - Wayne Spinks Company  
Morrisville, Vermont - McMahon Brothers  
New York, N. Y. - C. G. Warford Sales Co.  
Philadelphia, Pa. - Warford-Eastern Co.  
Portland, Ore. - W. C. Nabors  
Portland, Oregon - Woodward Sales Co.  
Rockford, Ill. - Schacht Truck Company  
San Francisco, Cal. - Warford-Pacific Co.  
Seattle, Wash. - Warford-Equipment Co.  
Spokane, Wash. - George H. Dietrich Co.  
St. Paul, Minn. - McGee-White Corp.  
St. Louis, Mo. - Transmission Sales Co.  
Tampa, Fla. - Wholesale Auto Sales, Inc.  
Washington, D. C. - S. J. Meeks' Son  
Wichita, Kansas - Warford Distributing Co.

Windsor, Ont., Warford Corp. of Can, Ltd.  
(Home Office)  
Toronto, Ont., Warford Corp. of Can., Ltd.  
Montreal, Quebec, . . . A. C. Lewis  
Calgary, Alta. . . . J. R. Good  
Vancouver, B. C. . . . E. W. Jay

That feller with a fleet o' Fords (with Warford transmissions) is laying concrete so fast these days—they wouldn't need detours around him if they was only a machine to dry it up as quick as he puts it down.

LOTS  
LEFT  
HIGH AND DRY  
1 MINUTE FROM  
THE TOWN HALL  
CHILSEN



## The Warford Corporation

44 Whitehall Street, New York City, N. Y.

Neither the Warford Corporation nor its manufacturers has any connection whatsoever with any company manufacturing motor cars.

## WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## Bills Affecting Trucks on Various State Calendars

**R**ECENT State legislative developments of interest to motor truck owners, according to Russell Huffman, secretary of the National Automobile Chamber of Commerce, New York, include a Kentucky law raising the gasoline tax to 5 cents.

In none of the eight Legislatures now in session have weight reduction bills yet appeared, but a Massachusetts bill would permit tractors with semi-trailer units to carry 40,000 lb.

Mississippi would raise the fuel tax from four to five cents and Virginia may fix it at four and a half. New York has a two-cent bill but its chances are not good.

New Jersey would increase truck registration fees, in some instances doubling the fee on a five-ton truck.

Compulsory automobile liability insurance bills have appeared in New York, New Jersey, Mississippi and Virginia. Indications are that they will not be passed in the latter two States and may not pass in the former two.

Georgia has just passed a law requiring a two per cent sales tax on the gross amount of motor vehicles sales, to be collected by the dealers.

## Army Base Profits

The first four months of operation of the Army Supply Base and municipal piers and warehouses at Norfolk, Va., jointly by the Norfolk Tidewater Terminals, Inc., headed by Harvey C. Miller, Philadelphia, showed a net profit of approximately \$60,000. In this, the Shipping Board, which controls the Army Base; Mr. Miller, and the city of Norfolk will share equally. Mr. Miller took over the operation on Sept. 1, 1925.

The city had operated the Army Base since 1918 as a part of the municipal terminals, the city piers and warehouses being built in 1923 and 1924 at a cost of approximately \$3,000,000. The interest and sinking fund charges on the city property amount to about \$200,000 a year.

Private warehousemen were not pleased with the city's operation of the municipal terminals and the Army Base, and the city was unable to get the maximum results from the operation, because of the inhibition against municipal participation in private business. Warehousemen are watching with unusual interest the Miller operation of the terminals.

## Little Rock Co. Expands

The Terminal Warehouse Corp. has been organized in Little Rock as the outgrowth of the Terminal Warehouse Co. established in 1913. S. J. Beauchamp continues as president, and the corporation plans to erect an \$800,000 warehouse, to be one of the most modern storage terminals in the South, on the site of the Missouri-Pacific's Valley depot.

The new structure will front on East Markham Street, occupying the entire block between Commerce and Sherman Streets, and will contain 210,000 square feet of floor space, making it the largest plant of its kind in the State. It will be of concrete, steel and brick and stand five stories high. The company's present warehouse on East Second Street will continue in operation.

## Houser Heads Knoxville Company

Announcement is made by the Knoxville Fireproof Storage Co., Knoxville, Tenn., that J. N. Houser has been elected president in place of Eugene Gaylon, resigned. Mr. Houser was vice-president. Thomas McCroskey has been made vice-president in place of Mr. Houser.

## High in Masonry



**WILLIAM R. KISSICK**, secretary of the Neal Fireproof Storage Co., Cleveland, has been elected to the office of Potentate of Al Koran Shrine, which is one of the oldest Masonic Temples in the United States and has a membership of more than 6000 nobles. Mr. Kissick is treasurer of the Ohio Warehousemen's Association and is a member of the American Warehousemen's Association and the National Furniture Warehousemen's Association.

## Cincinnati to Miami

One of the fleet of ten White motor trucks owned by the William Stacey Storage Co., Inc., Cincinnati, recently transported five rooms of household goods from Cincinnati to Miami, Fla.—a distance of 1,300 road miles—within several days.

## Dixie Company Organizes

The officers of the Dixie Warehouse & Storage Co., recently organized in Huntsville, Ala., are J. B. Woodall, president; Lawrence Cooper, vice-president; Luke Matthews, secretary, and J. F. Collier, treasurer.

## Would Build Terminal to Free Florida of Embargoes

**F**INANCING of a terminal in Jacksonville, Fla., designed to free Florida of embargoes, was announced in Chicago on March 10, according to an Associated Press dispatch from Chicago on that date. Quoting:

"Gordon Ware of Jacksonville is chairman of the company behind the proposed terminal. Construction is to be started soon, according to J. Henry Helser and Elliot P. Quimby of Chicago. Helser and Quimby are placing the financing of the terminal this week with a Chicago bond house. They declare the proposed terminal will save millions of dollars in fruit and assist building conditions in Florida.

"It should also enable immigrants to Florida to take their household goods with them, according to the promoters.

"Up to the present time," said Mr. Quimby, "statistics show the majority of people have found it necessary to dispose of their furniture here and buy new in Florida, often at a high price. The proposed terminal will be the key that unlocks Florida."

## Films on Packing and Crating

Motion picture of packing and crating attracted some 350 household goods storage executives and warehouse packers to the plant of the Long Island Storage Warehouses at Nostrand and Gates avenues in Brooklyn on the night of March 10. Employers and employees from many cities in the East came as the guests of Edward T. Jenkins, the Long Island company's president; witnessed the celluloid illustrations, and heard the orchestra in which Mr. Jenkins plays, comprising about sixty wealthy business men.

The Illinois Central Railroad supplied the pictures, sending twelve reels to Brooklyn. Half of these were shown, each reel running 1000 feet of film, and the packers and their bosses picked up some pointers on the proper packing and crating of every variety of furniture and various other articles. The screen showed them also how crated furniture is apt to be tumbled about in the freight cars. The significant point driven home—to quote from the letter of a storage executive to Mr. Jenkins subsequently—was the warehouseman's responsibility for adequate packing and crating of household goods shipments.

The pictures included some of those shown at the Memphis convention of the National Furniture Warehousemen's Association by courtesy of the Illinois Central and the American Railway Association.

## Kansas City Co. Builds

The Federal Van & Storage Co., household goods warehousemen in Kansas City, Mo., is erecting its second unit—a five-story building, 70 by 90 feet, adjoining its present plant at Fortieth Street and Broadway.

# SELDEN ROADMASTER VAN



*"This is the finest van in the state of Ohio. It can make from 300 to 450 miles for a day's trip with perfect ease. I have doubled my earning power since I have been operating my Selden Roadmaster Van."*

Mr. Tobin wanted superior performance, so he bought a Roadmaster Bus Chassis and installed on it a van body with a 15-ft. loading space. His experience proves the wisdom of his choice. He reports 9 miles to a gallon of gas and 500 miles to a quart of oil.

## ROADMASTER BUS CHASSIS

possesses every feature desired in a moving van, viz.:—

**SPEED** up to 50 miles per hour for long distance hauling.

**PULLING POWER** for hilly country and bad roads.

**LOW LOADING HEIGHT**, only 27" from ground to top of frame.

**SMOOTH RIDING** to protect load as well as truck. The "3-stage" rear springs provide passenger vehicle riding qualities.

**STURDY CONSTRUCTION** for dependable service and low operating costs.

Special Proposition to  
Warehouse Fleet Owners

**SELDEN TRUCK CORPORATION, Rochester, N. Y.**

### Branches:

Van Alst Ave. and So. Jane St., Long Island City, N. Y.  
1121-1123 Commonwealth Ave., Boston, Mass.  
202 So. Denver Ave., Tulsa, Okla.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



# HERE AND THERE IN THE INDUSTRY

## Fighting Moving Ordinance

Moving van men in Salt Lake City, Utah, are fighting the proposed city ordinance which would compel them to make lists of patrons served and forward them daily to the police authorities, showing the old and the new address of each person. The measure is backed by the Retail Credit Men's Association and one or two other groups. The police are not in favor of the ordinance on the ground that it would add to their duties.

James L. Watson, of the Watson Moving Van Co., was spokesman for the opposition at a recent public hearing held by the Commissioners. Mr. Watson said in part:

"I don't see why the van men should be compelled, by law, to be 'stool pigeons' for merchants to help them collect their bad bills."

On behalf of the proponents of the measure H. F. Fernstrom, president of the Retail Credit Men's Association, said other cities were adopting such an ordinance. He regarded it as a necessity to the proper government of the city and something that the business men whom he represented had a right to expect.

Mr. Fernstrom has made the statement that his own firm, a large coal agency, loses the names and addresses of about twenty-five families a week.

## Motor Transport Survey

The bureau of business research of department of commerce of the Ohio State University, Columbus, has planned a study of the development of motor transport in the United States, with a comparison with other forms of transportation. In the treatment of the problem, emphasis will be placed on the present situation in Ohio.

The survey will include an analysis of the operating revenues and expenses of Ohio's motor carriers; the geographical distribution of motor companies in relation to other forms of transportation and to the location of hard surface roads; an analysis of the services offered by other forms of transportation; and an estimate of the volume and kinds of commodities carried by both motor truck lines and steam and electric lines.

## Free Port Discussion

Reporting recently to the Massachusetts State Legislature on the subject of the proposal that a free port be established at Boston, William F. Williams, commissioner of the Bay State's Department of Public Works, recommended that the Legislature urge upon Congress the advisability of enacting enabling statutes, the commission holding that lack of Federal legislation at present prevents

the presentation of definite suggestions.

At the same time the commissioner held that Boston "offers many possibilities as to sites and types of facilities for the operation of a free port."

At hearings some time ago on a free port bill in the Massachusetts Legislature a number of Boston's merchandise storage executives opposed the plan on the ground that existing manipulating warehouses meet the port's requirements.

## Reed J. Bekins Marries

Among the smiles missing at the recent annual convention of the Pacific Coast Furniture Warehousemen's Association in Sacramento, Cal., was that of Reed J. Bekins, San Francisco, treasurer and manager of the Bekins Van & Storage Co., Inc.

It was disclosed that on Feb. 24 the marriage of Mr. Bekins, youngest of the Bekins brothers, to Miss Ida Rainey, San Francisco, was to take place.

The bride is the daughter of William Rainey, a prominent Golden Gate contractor.

Mr. and Mrs. Bekins are on their way to Europe on their honeymoon. They will remain abroad several months and will then establish their home in San Francisco.

Reed J. Bekins, a familiar figure at National Furniture Warehousemen's Association conventions, is in charge of all operations of the Bekins company in northern California.

## Baltimore Company Expands

Announcement has been made that the National Warehouse Co., Baltimore, has acquired a former plant of the American Tobacco Co., at Charles and Barre Streets, and the old plant of Felgner & Son, at 214 and 216 South Charles Street. Purchase of both properties was from the tobacco company and the price is said to have been in the neighborhood of \$350,000.

The purchasing company, of which Morris Schapiro is treasurer, will use the buildings for industrial and general storage purposes. The buildings contain total floor space of about 350,000 sq. ft.

## G. S. Lovejoy Recovering

George S. Lovejoy, former president of the American Warehousemen's Association, who several months ago collapsed in his office at the Quincy Market Cold Storage & Warehouse Co.'s main plant at 178 Atlantic Avenue, Boston, and suffered a general breakdown in health, showed improvement in health early in February and was removed from a hospital to his home at 11 Park Street, Brookline.

## Ohio Law Enforcement

James B. Dugan, secretary of the Ohio Public Utilities Commission, is authority for the statement that Ohio has lost several hundreds of thousands of dollars in revenue through inability to enforce properly the taxing and insurance laws affecting motor trucks and buses. To remedy this defect the Commission recently named seven additional inspectors to aid the seven already endeavoring to cover the State.

The fourteen inspectors are required to look after more than 2200 trucks and 500 buses used in commercial hauling.

Municipal, county and State law enforcement officers are criticized by Mr. Dugan for "failure" to report violations and otherwise to cooperate with the Commission. He claims there are more violations of the truck and bus laws than there are violations of the prohibition statute, and that if the laws were properly enforced the treasury of the State would be enriched with several hundreds of thousands of dollars.

In the next five years, Mr. Dugan believes, there will be a gradual solution of the problem, as hundreds of individual operators of trucks and buses will be combined, he thinks into a few large combinations which will be reliable, responsible and less liable to evade the laws.

## Kenna Terminal Lease

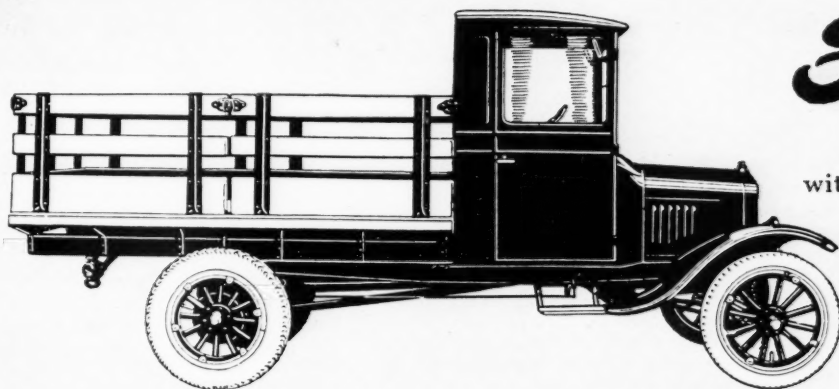
The Kenna Terminal, Newark, N. J., has concluded arrangements with George W. Bogen, a Paterson wholesale lumber dealer and sales agent for several mills, to store at the Kenna Terminal his stock in order to supply New Jersey lumber retailers with fir, hardwood, shingles and other products from the Pacific coast. Approximately 60,000,000 feet of lumber is expected to be brought in and stored during the balance of 1926, supplementing some 50,000,000 feet which has passed through the terminal during the past half-year.

## Pittsburgh Co. Is Building

The Kenny Transfer & Storage Co., Pittsburgh, recently purchased property at East Carson and South First Streets and is erecting a six-story warehouse and garage on the property. The estimated cost is \$150,000. The plot is 60 by 100 feet.

## Hough with Baer Company

The Baer Fireproof Warehouse Co., Chicago, announces the affiliation of R. L. Hough, a veteran in the business, as general manager.



**Ford**

**Truck**  
with Closed Cab and  
Stake Body

**\$515**

*f. o. b. Detroit*

## Transportation and Power For All Purposes

Ford trucks and Fordson tractors are meeting the demands of present day production and transportation in practically every line of business.

There are more of these units in use today than all other makes combined. Such

patronage is the greatest endorsement that can be given any product.

Integrity of construction, quality materials, exceptional stamina, low cost and world wide service are the prime reasons for this leadership.

*Ford Motor Company*  
Detroit, Michigan

CARS

TRUCKS

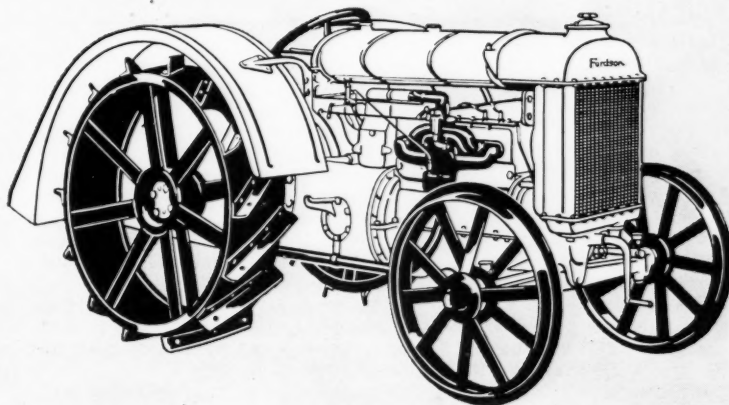
TRACTORS

**Fordson  
Tractor**

**\$495**

*f. o. b. Detroit*

Fenders and Pulley Extra



## Construction, Removals, Purchases and Changes

Albany Port Commission, Albany, N. Y., has tentative plans for a 5-story warehouse, 200 by 240 feet, as the first of a group of four or five storage structures. The two upper floors would be used for cost storage. The plans call for an expenditure of about \$1,000,000.

Available Fireproof Storage Co., Chicago, is completing plans for a \$250,000 6-story and part basement warehouse, 50 by 100 feet, with a 1-story extension, 50 by 50 feet, at 7730 Stony Island Avenue.

Brownsville Ice & Cold Storage Co., Brownsville, Tex., has preliminary plans for a \$100,000 1-story cold storage warehouse.

Buena Fruit & Cold Storage Co., Buena, Wash., has plans for a \$65,000 cold storage warehouse.

Challenge Creamery & Butter Association, Los Angeles, will build a 2-story and basement cold storage warehouse, to cost about \$150,000, at Second and Vignes Streets.

Chico Ice & Cold Storage Co., Chico, Cal., is planning extensions and improvements to cost about \$25,000.

City Ice Co., Kansas City, Kansas, has filed plans for a 1-story cold storage plant, 50 by 76 feet, at 607-609 No. 13th Street.

City Transfer Co., Inc., Hoquiam, Wash., has filed plans for a \$25,000 1-story warehouse at Eighth and N Streets.

Denver Transfer Co., Denver, Colo., has completed plans for a \$32,000 1-story warehouse, 100 by 125 feet, at 2125 Blake Street.

Dougherty & Bryant Co., Inc., Sioux City, Iowa, is planning a \$170,000 7-story fireproof warehouse, 100 by 150 feet, at Fifth and Court Streets.

H. L. Drew Cartage & Storage Co., Toledo, Ohio, has removed its offices to 536 North Street from 32 North Huron Street.

Dyersburg Ice & Cold Storage Co., Dyersburg, Tenn., has taken out a permit for the erection of a \$45,000 2-story cold storage warehouse fronting tracks of the Illinois Central railroad.

East End Storage Co., New York City, has plans for rebuilding that part of its warehouse recently wrecked by fire.

Erie Railroad plans to build a \$2,500,000 10-story warehouse in the block bounded by Monmouth, Coles, 11th and 12th Streets, Jersey City, N. J.

Carl Fisher Corporation, New York, has preliminary plans for a 10-story storage warehouse and terminal on Beekman Place between 49th and 51st Streets, New York City. Estimated cost, \$850,000.

Florida Ice & Refrigeration Co., Miami, will erect a \$35,000 1-story cold storage and refrigerating plant, 70 by 100 feet.

Gerosa & Palladino Bros., New York City, has plans for a \$175,000 1-story warehouse, 175 by 200 feet, on Walnut Street near 137th Street.

Glendale Ice Co., Glendale, Ariz., is building a \$90,000 addition to its cold storage and ice plant.

Groves Storage Warehouse Co., Inc., Kansas City, Mo., has established offices at 2607 Walnut Street.

E. A. Hamburg and T. T. Reese, West Palm Beach, Fla., are organizing a company to construct and operate a cold storage warehouse at Okeechobee, Fla., the cost of the initial unit to be close to \$60,000 with equipment.

Judson Freight Forwarding Co. has established an office at 408 Swetland Building, Cleveland. The company has removed its Detroit office to Room 515, Transportation Building, from 1321 Twelfth Street.

Kenny Transfer & Storage Co., Pittsburgh, has plans for a \$165,000 warehouse, 60 by 100 feet, six stories high, on a site recently acquired at East Carson and South First Streets, North Side.

Kentucky Refrigerating Co., Inc., Louisville, Ky., is the new name of the Frank Fehr Cold Storage Co., Inc., of that city.

Lee Terminal & Warehouse Corp., Tampa, Fla., has filed plans for a \$22,000 1-story warehouse on Ellamae Avenue.

Marionville Cold Storage Co., Marionville, Mo., is completing a \$60,000 cold storage warehouse.

Minneapolis City Council, Minneapolis, has preliminary plans for a warehouse, estimated to cost \$300,000, in connection with the proposed barge terminal on the Mississippi River in the vicinity of Washington Avenue.

Monterey City Council, Monterey, Cal., is planning a 1-story warehouse on a proposed municipal wharf.

National Terminals Corporation, operating warehouse properties in various cities, announces the appointment of W. W. Huggett as central manager of sales, with offices at 589 East Illinois Street, Chicago.

Pharr Gin & Warehouse Co., Pharr, Tex., will build two branch warehouses at San Juan, Tex., at a cost of about \$80,000.

Philadelphia & Reading and Baltimore & Ohio railroads have plans for a \$10,000,000 combination storage and auction warehouse, at Delaware Avenue and Jackson Street, Philadelphia, for the reception and distribution of perishable foodstuffs coming in by rail and water. The building will cover two and a half city blocks and may be as high as ten stories.

Polar Wave Ice & Fuel Co., St. Louis, is planning to erect a \$300,000 ice and cold storage warehouse, 120 by 300 feet, on a site recently purchased on Ninth Street near Barton Street. A contract has been let for razing the buildings now on the plot.

Richards Ice Co., Adrian, Mich., is planning a 1-story warehouse, 30 by 100 feet, to cost \$25,000.

Ricks Storage & Distributing Co., Jackson, Miss., has plans for a \$50,000 2-story addition, 60 by 142 feet, to its present warehouse.

Riverside Ice & Cold Storage Co., Miami, Fla., has completed plans for extensions and improvements, including

(Concluded on page 68)

## New Incorporations Within the Industry

American Cold Storage Co., Philadelphia. Cold storage warehousing. Representative, Clarence Loeb.

American Storage Warehouse Co., Boston. Warehousing and trucking. Capital, \$25,000. Walter B. Almeda is president and Maurice Weisman, Brighton, is treasurer.

John M. Anderson Co., Providence, R. I. Transfer and trucking. Capital, \$20,000. Silas Whitescarver is head of the company.

John F. J. Armstrong Trucking Co., Jersey City, N. J. Transfer and trucking. Capital, 1,000 shares of stock, no par value. Incorporators, Vincent Armstrong and John F. J. Armstrong.

Bodens Storage Warehouse, Inc., New York City. Warehousing. Capital, \$20,000. Incorporators, E. A. Holder and B. J. Masterson.

Brothers' Transfer, Inc., Queens, N. Y. Transfer and trucking. Capital, \$5,000. Incorporators, L. Broser and J. Broser.

Burch Warehouse & Transfer Co., Pueblo, Colo. Warehousing and trucking. Capital, \$50,000. Incorporators, Fred W. Burch, Frank J. Burch and Harold E. Burch.

Comer & Leonard Co., Queens, N. Y. Storage and transfer. Capital, \$10,000. Incorporators, H. J. Leonard, T. A. Donnelly and T. F. Comer.

Denny Motor Transfer Co., New Albany, Ind. Transfer and trucking. Capital, \$25,000. Incorporators, Raymond J. Fach, M. S. Denny and Charles E. Denny.

John J. Dunn Moving & Storage Co., Chicago. Storage and trucking. Capital, \$15,000. Incorporators, John J. Dunn and Patrick J. Dunn.

Ferriday Compress & Warehouse Co., Ferriday, La. Warehousing. Capital, \$150,000. Incorporators, D. B. Fleming, Ferriday, and A. J. Matthew, Russellville, Ark.

Fillmore Warehouse Co., St. Louis. Warehousing and trucking. Capital, \$15,000. Casper Boeseman is head of the company.

Hall Transportation Co., New York City. Transfer and trucking. Capital, 500 shares, no par value. Incorporators, J. J. Juhas and L. E. Unterman.

Hamman Bros. Transfer & Storage Co., Decatur, Ill., established in 1892, has been incorporated. John W. Hamman, the manager; Phillip R. Hamman, the operating executive, and Lester L. Hamman, with capital of 1,000 shares of stock, no par value.

Har-Lyn Trucking Corp., Queens, N. Y. Transfer and trucking. Capital, \$10,000. Incorporators, A. J. Harris, E. Harris and T. F. Lynch.

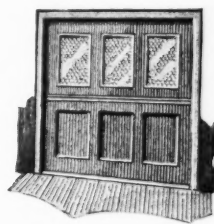
Hocking Ice & Storage Co., Logan, Ohio. To operate a cold storage plant in addition to ice manufacturing. Capital, \$45,000. Incorporators, L. P. Mooney, S. L. Ewing, Joseph Francis, Emil Eichel and William Worm.

John F. Ivory Motor Freight Lines, Inc., Detroit. Warehousing and trucking. Capital, \$100,000. Incorporators,

(Concluded on page 68)



# Good buildings deserve Peelle Doors at freight elevator entries ~ ~ ~



*Pe-le Kalamein  
Panelled Counter-  
balanced Door.*

**B**UILDINGS, well constructed, with a view to low maintenance cost...should be equipped with Peelle Freight Elevator Doors. In almost every industry, Peelle Doors have proven themselves the trustworthy door-way to America's freight elevator traffic.



*The Peelle Catalog  
containing complete  
details will be glad-  
ly sent on request.*

## PEELLE

COUNTERBALANCED - TRUCKABLE

### Freight ELEVATOR DOORS

THE PEELLE COMPANY • Brooklyn, N. Y. • Boston • Chicago • Cleveland • Philadelphia and 30 other cities

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## New Incorporations Within the Industry

(Concluded from page 66)

John F. Ivory, president of John F. Ivory, Inc., and of John F. Ivory Storage Co., Inc., and W. W. Blue and Frank O. Johnson.

**Johnson Brothers Transfer Co.**, Belleville, Ill. Transfer and trucking. Capital, \$3,000 and 30 shares of stock of no par value. Incorporators, F. A. Johnson and C. O. Johnson.

**Keith Trucking Corp.**, New York City. Storage and transfer. Capital, \$5,000. Incorporators, A. Turtis and M. Dubow.

**Keystone Trucking & Storage Co.**, New Haven, Conn. Warehousing and trucking. Anthony Florio is head of the company.

**Key West Wharf & Warehouse Corp.**, Key West, Fla. Warehousing and storage. Capital, \$500,000. Incorporators, J. L. Johnson and C. D. Stearns.

**Kilgo Transfer Co.**, Charlotte, N. C. Storage and transfer. Capital not stated.

**Lake Forrest Transfer Co.**, Lake Forrest, Ill. Transfer and trucking. Capital, \$4,000. Incorporators, William McCormick and Harold Sumeriski.

**Logan Warehouse Storage Co.**, Logan, W. Va. Capital not stated. Incorporators, W. J. Harvie and T. F. Bailey.

**Louisiana Ice & Utilities Co., Inc.**, Alexandria, La. Cold storage warehousing. Capital, \$500,000. Incorporators, Wiley F. Cord and Clarence J. Pope.

**H. G. McCormick, Inc.**, Pawtucket, R. I. Transfer and trucking. Capital, 440 shares of stock, no par value. Incorporators, H. G. McCormick and John McCormick.

**Manhattan Express & Trucking Corp.**, New York City. General transfer and trucking. Capital, \$5,000. Incorporators, M. D. Rice and J. Siskin.

**No. 153 East 87th Street Corporation**, New York City. To conduct storage warehousing, garage, real estate and building businesses. Capitalization, 100 shares, no par value. Incorporators, Charles A. Collins, L. L. Campbell and C. V. Miller.

**Okmulgee Transit Co.**, Okmulgee, Okla. Storage and transfer. Capital, \$35,000. Incorporator, Dwight Richardson.

**B. A. Railton Warehouse & Storage Co.**, Chicago. To store and warehouse personal property for hire. Capital, \$5,000. Incorporators, J. R. Railton, R. A. Railton and B. A. Railton.

**Railways Warehouse & Transportation Co.**, Kansas City, Mo. Warehousing and expressing.

**Ready Haul & Storage Co.**, Baltimore. Capital, \$100,000. Roszel C. Thompson heads the company.

**Redman Fireproof Warehouse Co.**, Santa Monica, Cal., established in 1923, has been incorporated by F. G. Redman and Benjamin Redman, the partners, and George L. McNair. Capital, \$125,000.

**Security Fireproof Storage Co.**, Wilmington, Del., engaged in household goods warehousing since 1911. Capital, \$25,000.

**Harry E. Smith Trucking Co.**, Indian-

apolis. General storage and trucking business. Harry E. Smith is head of the company.

**Standard Fireproof Storage & Transfer Co.**, Pasadena, Cal. Storage and trucking. Capital, \$50,000. Incorporators J. A. Donovan and A. G. Hichle, Pasadena, and Leo E. Sievert, Alhambra.

**Tarry-Martin, Inc.**, Wichita Falls, Tex. Storage and transfer. Capital, \$10,000. I. R. Sheldon heads the company.

**Taylor & Lynch Cartage Co.**, Chicago. Transfer and trucking. Capital, \$20,000. Incorporators, Joseph W. Taylor and Joseph P. Lynch.

**Taylor Transfer Co.**, Indianapolis. General storage and transfer business.

**Triangle Trucking Corp.**, Parkersburg, W. Va. Transfer and trucking. Capital, \$25,000. Incorporator, Daniel B. Leonard.

**Urban Street Warehousing Corp.**, Cheektowaga, N. Y. Capitalization, \$10,000. Incorporators, G. F. Plimpton, F. Fernow and T. R. Wheeler.

**C. M. Weeks & Co.**, Babylon, Long Island, N. Y. Capitalization, 200 shares of common, no par value. Incorporators, J. H. Sanderson, C. M. Weeks and B. B. Wood.

**Wood Warehouse Co.**, Jersey City, N. J. Capital, \$50,000. Incorporators, Alexander D. Hudson and Thomas McNulty, Jersey City, and John F. Driscoll, Jr., Bayonne.

## New Kansas City Company

The Railway Warehouse & Storage Co. has been organized in Kansas City, Mo., and incorporated with nominal capitalization, by Thomas Scott and his son, George Scott. At present it is operating a transfer company, with storage for trucks, on West Ninth Street, where a warehouse may later be erected. George Scott is manager.

The Scotts operate the Scott Warehouse & Storage Co. at 1311 St. Louis Avenue, specializing in sugar and handling some furniture, with warehouses on St. Louis Avenue and East Sixth Street.

## New Ogden Warehouse Planned

Ogden, Utah's second largest city, may shortly have a public merchandise warehouse of some magnitude, constructed out of the large plant formerly occupied by the Utah Cereal Foods Co., at 29th Street and Pacific Avenue.

The first steps toward converting the property have been begun and it will be offered shortly to prospective purchasers, for use for storage of both general merchandise and household goods.

## Grandview Club Co. Builds

The Grandview Club Transfer & Storage Co., Kansas City, Kan., has increased its capitalization to \$100,000 from \$50,000 and has completed a merchandise warehouse, containing 85,000 sq. ft. of floor space, at Eighteenth Street and Minnesota Avenue, on the Kansas & Missouri Terminal, a local belt line.

## Construction, Removals, Purchases and Changes

(Concluded from page 66)

additional equipment, at a cost of \$48,000.

**Riverside Ice Co.**, Jacksonville, Fla., has filed plans for a \$25,000 1-story cold storage warehouse.

**Roanoke Ice & Cold Storage Co.**, Roanoke, Va., is building a \$20,000 addition to its cold storage plant.

**Salinas Valley Ice Co.**, Salinas, Cal., has plans for a \$60,000 addition to its cold storage and ice plant.

**Security Fireproof Storage Co.**, Wilmington, Del., has taken out a permit for building a \$35,000 addition at King and 16th Streets.

**Serota Brothers**, Brooklyn, have plans for a \$150,000 2-story cold storage and ice plant, 192 by 200 feet.

**A. Shafton & Co.**, Stevens Point, Wis., has plans for a \$35,000 2-story cold storage warehouse, 60 by 135 feet, at First and Clark Streets.

**Sierra Van & Storage Co.**, Pasadena, Cal., is building a fireproof warehouse on No. Santa Anita Avenue.

**W. T. Sistrunk & Co.**, Lexington, Ky., has completed plans for a \$250,000 warehouse terminal, with cold storage facilities, at High and Patterson Streets.

**Southern Ice & Utilities Co.**, Dallas, Tex., has plans for a \$40,000 1-story cold storage warehouse in Paris, Tex.

**Stevens Brothers Fireproof Warehouse**, Saginaw, Mich., is the new name of the Steven Bros. Storage Co. of that city.

**Swanstrom Fireproof Storage**, Chicago, is planning to build a \$37,000 1-story warehouse at 4433-4447 North Kedzie Avenue.

**Tampa City Council**, Tampa, Fla., has filed plans for a \$25,000 1-story warehouse at the foot of Nebraska Avenue.

**Terminal Warehouse Co.**, Philadelphia, is erecting a \$250,000 8-story addition to its warehouse at Delaware Avenue and Poplar Street.

**Texas Ice & Cold Storage Co.**, Dallas, is completing an addition at 4008 Commerce Street.

**Texas Public Service Co.**, Marshall, Tex., has completed plans for a \$100,000 1-story cold storage and ice plant.

**Union Ice & Storage Co.**, San Francisco, has plans for a \$65,000 cold storage and ice plant on High Street, Auburn, Cal.

**Weir Selling & Warehouse Co.**, Des Moines, Iowa, has preliminary plans for a \$37,000 1-story warehouse, 45 by 145 feet, near its present plant on Commonwealth Street.

**White Bluffs Warehouse Co.**, White Bluffs, Wash., will build a \$100,000 cold storage warehouse.

**C. W. Wilmeroth**, Wenatchee, Wash., heads a project to construct and operate a \$100,000 2-story and basement cold storage warehouse which it is purposed to erect at Columbia and Chehalis Avenues.

# World Leadership

brings  
*Lower Prices*

On January 7th, Graham Brothers announced a substantial reduction in the prices of their complete line of trucks and motor coaches.

This was their third reduction in eight months.

It reflected again Graham Brothers pledge and determination to pass on to the buyer the full economies of rapidly increasing production.

The year 1925 was the greatest in Graham Brothers history.

It saw them advance to World Leadership in the 1½ ton truck field, and brought them the added distinction of being the largest exclusive truck manufacturers in the world.

Such positions are achieved only by enormous demand for a worthy product.

#### *New Prices*

1 Ton Chassis	- - - - -	\$975
1½ Ton Chassis	- - - - -	\$1245
MBM Low Chassis	- - - - -	\$1295

*F. O. B. Detroit*

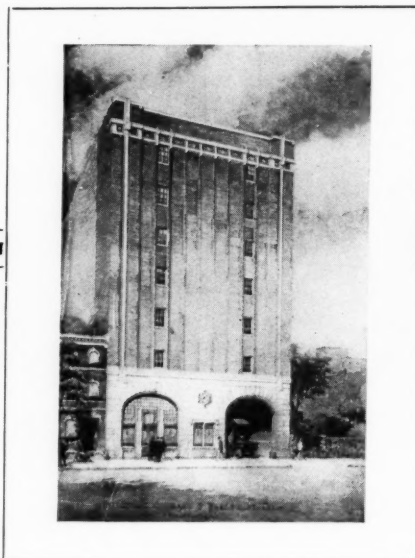
**GRAHAM BROTHERS**  
 Evansville - **DETROIT** - Stockton  
 A DIVISION OF DODGE BROTHERS, INC.  
 GRAHAM BROTHERS (CANADA) LIMITED - TORONTO, ONTARIO

# GRAHAM BROTHERS TRUCKS

**SOLD BY DODGE BROTHERS  
DEALERS EVERYWHERE**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING





## Every Inch of Space Worth Money—

*We have saved warehouse owners thousands of dollars through our years of specialization in the design and construction of warehouses.*

Whatever your warehousing problems may be—either in the matter of new construction or an addition to your present building—we are in a position to render a service unique in the field of warehousing.

Through our specialized Engineering Staff—Architectural capacity—familiarity with trade conditions—buying fa-

cilities—thorough knowledge of warehouse construction—highly developed methods—years of experience devoted to this particular field—we are able to serve you in a manner that insures maximum storage space with its consequent profit. We can also assist you in the matter of financing your building as our connections provide for this often necessary requirement.

### We Charge No Fee for Consultation and Advice

*There is no job too large—we do not consider any too small. Our representatives are at your service. Write, wire, telephone or call upon us. You are assured of maximum efficiency at minimum cost.*

## MOORES & DUNFORD, Inc.

110 East 42nd Street

Years of specialization in the designing and construction of Warehouses.



New York City

A Moores & Dunford designed and built Warehouse means maximum available storage space.

# The Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



## "ANDY" SAYS:

WITHIN the past six months *Distribution and Warehousing* has taken over the sale of Clarence A. Aspinwall's "Household Goods Warehousing in the United States" and H. A. Haring's book, "Warehousing."

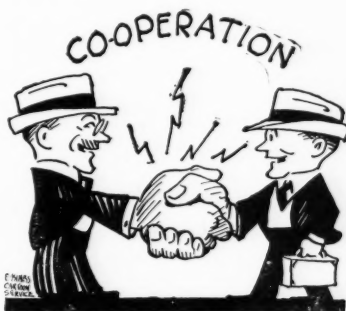
¶ These two volumes in no way conflict with each other. One covers household goods, the other merchandise and cold storage, and the warehouseman who does both a household and merchandise business, or a combined merchandise and cold storage business, should have one or both.

¶ Few authoritative books have been written on the subject of warehousing, and none at all of recent issue except these two, with the result that a treatise such as either is sought by the men of the industry who read and progress. This no doubt accounts for the fine letters which have been written to us by some of those who have bought copies.

¶ One purchaser said he wished he were financially able to give a copy of them to everyone in the industry—and so it goes. The

facts are that the first—and perhaps the only—edition of each is rapidly disappearing. It is improbable that either will ever go back to press.

¶ So to those who haven't yet bought copies of either or both books — I urge them to act quickly.



On pages 14 and 22 of this issue you will find the contents of these two books outlined.

¶ Mr. Haring has been writing for *Distribution and Warehousing* for more than a year. Every issue contains one or two articles by him and anyone familiar with

his style of handling a subject will want his book, "Warehousing," regardless of cost.

¶ One reader of *Distribution and Warehousing* said, "I would not take \$25 for my copy."

¶ Another reader — alluding to the Haring series now appearing on "Public Warehousing and Economic Distribution" — said, "Have read them with profit and understanding. Instead of obtaining reprints. . . . we are advising our different customers to subscribe to *Distribution and Warehousing*."

¶ That's fine, for it shows us we are delivering the goods, and we only wish every one of you would fall in line with Jay Weil, vice-president and general manager of the Douglas Public Service Corp., Inc., New Orleans, who wrote the foregoing second quotation, and help the good work along.

¶ The more every warehouseman knows about his business, the better it will be for the industry—and for the public who use warehouse space.

"ANDY"

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

April 16	Minnesota Warehousemen's Association	Minneapolis
April 16-17	Southern Warehousemen's Association	Atlanta
April 16-17	Missouri Warehousemen's Association	Kansas City
May	Washington State Warehousemen's Association	(To be decided)
June 18-19	Texas Warehouse & Transfermen's Association	Corpus Christi
July	National Furniture Warehousemen's Association	(To be decided)
October	Connecticut Warehousemen's Association	(To be decided)
November	Wisconsin Warehousemen's Association	(To be decided)
December	American Chain of Warehouses	(To be decided)
December	American Warehousemen's Association	(To be decided)
December	Distribution Service, Inc.	(To be decided)
December	Illinois Association of Warehousemen	Chicago
December	National Distributors' Association	(To be decided)

## BIRMINGHAM, ALA.

**Charlie's Transfer Co.**

Incorporated 1903

**Distributors and Forwarders  
Storage and Hauling**

We specialize on merchandise handling.  
Private siding, connecting with all railroads.

## BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER**

AND

**WAREHOUSE CO.**

FIREPROOF and NON-FIREPROOF  
WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

8 South Eighteenth Street

Members: A. W. A., N. F. W. A., SO. W. A., ALA. T. &amp; W. A.

## BIRMINGHAM, ALA.

**Hess-Strickland Transfer & Storage Co.**

General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—Motor Trucks in  
Addition to Wagon Equipment—Track Connections with All Railroads.

## BIRMINGHAM, ALA.

**Wittichen's  
Fireproof Warehouse**

Operated by  
Wittichen Coal & Transfer Company



Members  
Southern  
Warehousemen's  
Assn.  
Ala. Warehouse  
& Transfer  
Assn.

**POOL CAR DISTRIBUTORS—**

Hauling, Packing Household Goods and  
Merchandise.

Free switching from all Railroads.  
Warehouse and Office on Southern  
Railroad. 2329-31 First Avenue, No.

The Men Who Distribute

**Moline Plows**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

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**LEADING WAREHOUSEMEN**

**DISTRIBUTION—HAULING  
PACKING — STORAGE of  
HOUSEHOLD GOODS  
MERCHANDISE and AUTOMOBILES**

TWO LARGE WAREHOUSES—PRIVATE SPUR  
LARGE FLEET OF MOTOR TRUCKS

**ALA. MOTOR TRANSFER CO.**

COR. LAWRENCE and RANDOLPH—132 LEE

## MONTGOMERY, ALA.

**STORAGE—FORWARDING—DISTRIBUTING**

Warehouse on Western Railway of Alabama.  
Bonded. Sprinkler System. Low Insurance.

ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN

**MOELLER TRANSFER & STORAGE CO.**

210-220 Coosa St. P. O. Box 552.

PROMPT SERVICE

SATISFACTION GUARANTEED

Members: { American Warehousemen's Association  
{ Southern Warehousemen's Association

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**ARIZONA STORAGE and DISTRIBUTING Co.**  
MERCHANDISE and HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION

Lowest Insurance Rates

Trucking Service

18 SOUTH CENTRAL

N.F.W.A.—A.W.A.

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**Tucson Warehouse & Transfer Co.**

**POOL CAR DISTRIBUTORS  
FIREPROOF STORAGE**

26 North Scott St.

Tucson, Arizona

## FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.  
FORT SMITH, ARK.

Storing—Shipping—Moving

Pool-Car Distributing a Specialty



## LITTLE ROCK, ARK.

**Terminal Warehouse Co.**  
**Storage—Drayage—  
Distribution**

85,000 Sq. Ft. Warehouse Space

Fireproof Sprinklered

Free Switching from All  
Railroads



TEXARKANA, ARK.

# DISTRIBUTION

1882

# TEXARKANA

Complete Service

# HUNTER

TRANSFER CO.

# ARK-TEX.

# STORAGE

BERKELEY, CAL.

# DRIVER

## STORAGE CO.

Formerly

STUDENTS TRANSFER & STORAGE CO.

Distributors of Pool Cars  
Fireproof Depositories

SHATTUCK AVE. AT WARD ST.

FRESNO, CAL.

Monterey at Van Ness Ave., Fresno, Cal.

# BEKINS

VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.  
Los Angeles, Cal.  
Oakland, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Hollywood, Cal.  
Sacramento, Cal.

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

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MOVING SHIPPING PACKING STORING

Our New  
Fireproof  
Depository  
Serves  
Hollywood and  
Beverly Hills

The Men Who Distribute

## Swedish Separators

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES

## Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.

We have Los Angeles terminal rates

Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.

1666 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.



140 PACIFIC AVENUE Est. 1903 LONG BEACH, CALIFORNIA

## HOUSEHOLD GOODS and MERCHANDISE

Removals—Packing—Forwarding—Distributing  
Warehouse Spur—Union Pacific—Southern Pacific  
and Pacific Electric

MEMBERS: { California Warehouseman's Assn.  
Pacific Coast Furniture Warehouseman's Assn.  
National Furniture Warehouseman's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington  
SAFETY SERVICE

LONG BEACH, CAL.

## Long Beach Transfer & Warehouse Co.

Incorporated 1907

### Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and  
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.  
Pacific Coast Furniture Warehousemen's Association.

We send our check promptly on collection of your  
charges.

Only Fireproof Warehouse in Long Beach  
on a Private Siding

LOS ANGELES, CAL.

1335 So. Figueroa St., Los Angeles, Cal.

# BEKINS

VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Hollywood, Cal.  
Sacramento, Cal.

LOS ANGELES, CAL.

## Birch-Smith Fireproof Storage Company

3601-31 So. Grand Ave.

A. J. GATTER, Mgr.

We Move—Store—Pack and Ship Household  
Goods

Pool Car Distributors

Private Spur Track

Reciprocity Our Policy

Member N. F. W. A. and P. C. F. W. A.

LOS ANGELES, CAL.



**CALIFORNIA TRUCK CO.**  
INCORPORATED 1884  
**Pool Carload Distributors**  
Handling goods destined to points in  
**SOUTHERN CALIFORNIA and ARIZONA**  
and to  
**TRANS-PACIFIC PORTS**  
P. O. BOX 570, ARCADE STATION

LOS ANGELES, CAL.



**Centralized Distribution**  
of  
**Household Goods and Merchandise**

By consigning your shipments for Hollywood and Beverly Hills as well as Los Angeles direct to us you will save many arguments which mean dissatisfied customers.

A Complete Service.

**Los Angeles Warehouse Company**  
316 Commercial St. Los Angeles, California

LOS ANGELES, CAL.

C. E. NICHOLSON Res. Phone Un. 3365  
**CHICAGO VAN AND STORAGE CO.**  
WAREHOUSES  
FIREPROOF AND NON-FIREPROOF  
LOS ANGELES, CAL.  
Piano Moving—Baggage Delivered—Expert Packing and Shipping  
At Reduced Rates  
Office: 1701-9 South Hill St. Westmore: 2251  
2252

LOS ANGELES, CAL.

**Consign to  
LYON**

Two modern Fireproof  
Warehouses in residential  
districts — private spur  
tracks. Prompt service and  
collections.



**Lyon Fireproof Storage Co.**  
1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

Located in the Center of Downtown  
Business District

**COLYEAR'S**  
**VAN & STORAGE CO.**

Curtis C. Colyear, Prop.  
MAIN OFFICE—415 S. San Pedro St.  
Warehouse No. 2  
415 S. San Pedro St. Fireproof.  
Warehouse No. 4  
540 S. Alameda St. Sprinkler Equipped.  
Member { American Warehousemen's Association  
Nat'l Furn. Warehousemen's Association  
Pacific Coast Warehousemen's Association  
Los Angeles Warehousemen's Association  
Moving—Packing—Storing—Shipping  
Pool Car Distribution—Household Goods—Merchandise  
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

**Fidelity Fireproof Storage**

Packing, Moving, Shipping of household goods,  
distribution of pool cars to and from everywhere.

WASHINGTON & ARAPAHOE ST.

LOS ANGELES, CAL.

Consign to Hollywood, center of Resi-  
dential Los Angeles

**Hollywood Storage Company, Inc.**  
Fireproof

Send for map showing why our location saves money on shipments to residential  
Los Angeles and Beverly Hills.

Car Distribution Private Siding P. E. R. R.

We have Los Angeles Terminal Rates  
1666 No. Highland Ave., Hollywood (Los Angeles) Calif.

LOS ANGELES, CAL.

MARK DESTINATION

The Heart of The Best Residential District

**HOLLYWOOD**

and Save

Los Angeles  
7 MI. HAUL

**PREMIER**

FIREPROOF STORAGE CO.  
6372 SANTA MONICA BOULEVARD  
HOLLYWOOD CALIF.

LOS ANGELES, CAL.

We Solicit Your Shipments and  
Pool Car Distribution

**PRUDENTIAL**  
STORAGE AND MOVING CO.

OFFICE: 941 W. 16th ST.  
THREE WAREHOUSES—PRIVATE R.R. SIDINGS  
Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

The Men Who Distribute

**Crossman Seeds**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Premier Brand Groceries**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

LOS ANGELES, CAL.

**1,500,000 Square Feet of**  
Modern Fireproof Warehouse Space in Los Angeles and at the Port of Los Angeles.  
Free and U. S. Customs Bonded Storage  
Insurance Rate 18 cents.

**Storage—Forwarding—Distribution—Cartage**  
Space Leased for Private Warehouse, Office and Display Desk.  
Space with Desk and Office Service Rented.  
Cotton Pressed to High Density.  
Special equipment for the proper handling of various commodities.  
Steamer Space booked when requested.

We can serve you in some capacity and would suggest that you complete your file by requesting the rates for our specialized service.

UNION TERMINAL WAREHOUSE COMPANY  
UNION TERMINAL WAREHOUSE CORPORATION  
SHATTUCK & NIMMO WAREHOUSE COMPANY  
LOS ANGELES, CALIFORNIA

LOS ANGELES, CAL.

**"When Shipping West, Ship Westland"**

WESTLAND WAREHOUSES, located in heart of Central Manufacturing District, on tracks of Los Angeles Junction Railway (a neutral belt line road connecting with all main lines at through rates), offer you complete warehouse service in modern fireproof structures at reasonable rates. Lowest insurance rates in city. Office and display desk space for lease.

**Westland Distribution & Storage  
Warehouse Co.**

Central Manufacturing District Los Angeles

LOS ANGELES, CAL.

The Most Up-to-Date Service for Los Angeles' Most Exclusive Residential Section.

**WILSHIRE FIREPROOF STORAGE CO.**

116 So. Western Ave., Los Angeles

Complete Facilities for  
**Freight Forwarding and Distributing of  
HOUSEHOLD POSSESSIONS**

Members: National Furniture Warehousemen's Assn.  
Pacific Coast Furniture Warehousemen's Assn.

OAKLAND, CAL.

22nd & San Pablo Sts., Oakland, Cal.

**BEKINS**  
VAN & STORAGE CO.  
MOVING SHIPPING PACKING STORING

San Francisco, Cal.  
Los Angeles, Cal.  
Fresno, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Hollywood, Cal.  
Sacramento, Cal.

OAKLAND, CAL.

**HOWARD TERMINAL**

Warehouses situated at Tide-water adjacent to Piers.  
Economy and advantage afforded Jobbers and Merchants.  
From Ship to Warehouse

or  
From Warehouse to Ship without transportation charge.  
First and Market Streets Oakland, California

OAKLAND, CAL.

NO TASK TOO GREAT

**LAWRENCE**  
WAREHOUSE COMPANY

NO DETAIL TOO SMALL

AL. T. GIBSON, Pres.  
5TH AND KIRKHAM STREETS, OAKLAND

OAKLAND

SACRAMENTO, CAL.

Capital V. & S. Co. owned and operated by

**BEKINS**  
VAN & STORAGE CO.  
MOVING SHIPPING PACKING STORING

1800 21st Street,  
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San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Los Angeles, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.

SACRAMENTO, CAL.

**C. L. and L. C. L. Shipments**  
for  
**Delivery and Distribution**  
Given Personal Supervision

**ELECTRIC**  
**TRANSFER AND STORAGE CO.**

Three Warehouses—Private Siding  
Main Office 914—8th Street

SAN FRANCISCO, CAL.

13th & Mission Sts., San Francisco, Cal.

**BEKINS**  
VAN & STORAGE CO.  
MOVING SHIPPING PACKING STORING

Los Angeles, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Hollywood, Cal.  
Sacramento, Cal.

SAN FRANCISCO, CAL.

Consign to

**THE HASLETT WAREHOUSE CO.**  
60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business  
Operating in the Logical Distribution Center of the Pacific Slope with  
Complete Warehouse and Drayage Facilities  
Low Insurance Rates

S. M. HASLETT, President F. E. HASLETT, Secretary  
Member American Warehousemen's Ass'n.  
Member American Chain of Warehouses

SAN FRANCISCO, CAL.

NO TASK TOO GREAT

**LAWRENCE**  
WAREHOUSE COMPANY

NO DETAIL TOO SMALL

AL. T. GIBSON, Pres.  
37 DRUMM STREET, SAN FRANCISCO

SAN FRANCISCO

SAN FRANCISCO, CAL.

**Storing and Dis-  
tributing Mer-  
chandise Our  
Specialty**

Let us handle your  
San Francisco ship-  
ments.

We supply the necessary services for the  
handling of merchandise through a  
modern warehouse.

**San Francisco Warehouse Co.**  
625 Third Street

Associated  
With A National Group  
Of Good Warehouses  
Represented By  
Distribution Service Inc.  
CHICAGO NEW YORK  
427 West 34 St. CO. Room 34  
Superior 9066 Broadway 1925



SAN FRANCISCO, CAL.

SERVICE



Office and Main Warehouse  
2701 SIXTEENTH STREET, SAN FRANCISCO, CAL.

Cable Address  
"SOUTHER"

Codes  
All Standard

Private Terminal on So. Pac. Tracks  
Exclusive Facilities for Handling Automobiles, Trucks,  
Tractors, Etc.

In 1925 we handled 70,000 motor vehicles

**SOUTHER WAREHOUSE COMPANY**

**BOXING FOR EXPORT SHIPMENT**

All details handled, bills of lading, clearance, etc.  
We are Specialists in this business

MAY WE SERVE YOU?

SANTA MONICA, CAL.

STORING—MOVING—PACKING—SHIPPING

**SECURITY VAN & STORAGE CO.**

M. ZERBONI

Inc.

M. W. ZERBONI

*New Fireproof Storage*

SANTA MONICA, 1417 Second St. LOS ANGELES, 509 Molino St.

DENVER, COLO.

A. H. AMICK

E. W. FITCHER



**Amick Transfer & Storage Co.**

1029 Santa Fe Drive, Denver, Colo.

**FIREPROOF WAREHOUSE**

Pool cars distributed.  
Local and interurban truck  
service.  
Low insurance rates.

Household Goods  
Complete packing service.  
Reciprocity at every opportunity.  
Open or private storage.

DENVER, COLO.

**The Johnson Storage and Moving Company, Inc.**  
221 BROADWAY

**MODERN FIREPROOF WAREHOUSE**

DENVER, COLORADO

Member { C. T. & S. A.  
N. F. W. A.

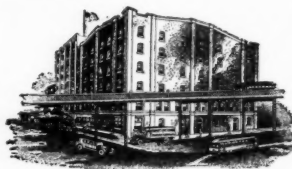
Household Pool Car Distributors

The Men Who Distribute

**U. S. Envelopes**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

DENVER, COLO.



**WAREHOUSE**

Your Stocks With Us

150,000 Sq. Ft. Space

**DENVER**

Serves Two Million Population

Send Pool Cars in our care for distribution.  
42 teams and trucks insure prompt service  
to customers and satisfaction to you.

**The Kennicott-Patterson Transfer Co.**  
1700 Sixteenth St. DENVER, COLORADO

DENVER, COLO.

F. C. Bartle, President

**The Merchants Storage & Transfer Co., Inc.**

1556 Wazee St., Denver

**Drayage, Storage and Distribution**

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points at Reduced Rates

Distribution of Pool Cars Our Specialty

Correspondence Solicited

GREELEY, COLO.

**The Union Delivery Company**

MOVING, STORAGE, PACKING and SHIPPING  
of HOUSEHOLD GOODS

MERCHANDISE DISTRIBUTION, POOL CAR SHIPMENTS

R.R. siding U. P. and C. & S.

Members of THE COLORADO TRANSFER & WAREHOUSEMEN'S  
ASSOCIATION

**Manners—(a la Bobbie Burns)**

You—Warehouseman, may be all right  
A gentleman—and a' that  
But if your men are not polite  
You'll \*bear the gree" for a' that—  
For a' that and a' that,  
You'll do your best—and a' that  
But some there be—put to the test  
Will wink at that—for a' that.

"Pop"

\*Suffer the consequences

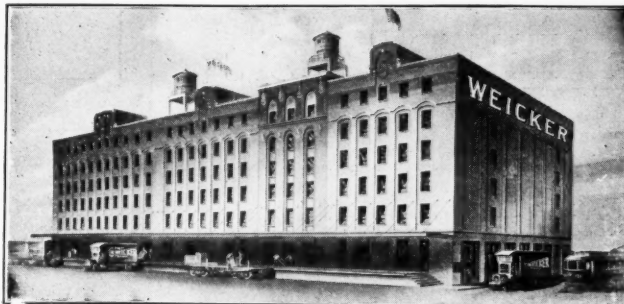
DENVER, COLO.

## When You Need SERVICE in Denver and vicinity

*we are the distribution and  
warehousing specialists who  
can serve you best.*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



### THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado



PUEBLO, COLO.

## Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

**S A G E**  
Transfer & Storage Co.

GREENWICH, CONN.

### HENRY G. DRINKWATER'S SONS, Inc.

Storage Warehouses

PACKING—CRATING—SHIPPING OF  
HOUSEHOLD GOODS

Members of the National Furniture Warehousemen's Assoc.

HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.  
Safety Vaults for Silverware

### GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT, Proprietor

Local and Long Distance Furniture and Piano Moving  
Packing, Crating and Shipping of Pianos, Furniture, China  
Only Fireproof Storage Warehouse in Hartford

Members { National Furniture Warehousemen's Association  
Connecticut Warehousemen's Association  
Canadian Warehousemen's Association

## How to Advertise

Make your assertion bold and strong;

In form, make good your own invention.

Give margin to your little song,

And thus command the more attention.

"Pop."

## HARTFORD, CONN.

Established 1850

Incorporated 1908

# The Bill Brothers Company

## Transfer and Storage

### 190 Ann Street, Hartford, Conn.

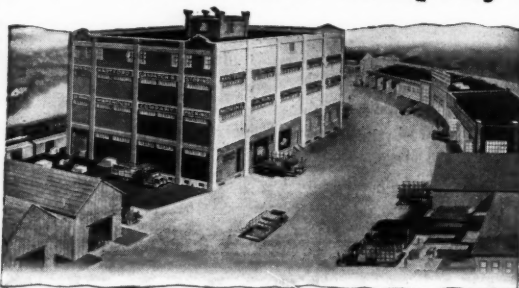
Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

### STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

## HARTFORD, CONN.

## Hartford Despatch & Warehouse Company



### FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES, SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

MEMBERS OF  
National Furniture Warehousemen's Association  
Connecticut Warehousemen's Association  
American Warehousemen's Association  
American Chain of Warehouses  
Conn. Representatives: Big Four Transfer Co.

## NEW HAVEN, CONN.

### THE SMEDLEY COMPANY

New Concrete and Steel Fireproof Warehouses  
OFFICE: 165 BREWERY ST.

General Merchandise, Distribution and Household Goods, Storage and Shipping

Long Distance Hauling and Equipment for all Heavy Duty Moving—Machinery, Etc.

## NEW LONDON, CONN.

### GARDNER STORAGE CO.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

Members: Conn. Warehousemen's Assn.  
Nat. Furniture Warehousemen's Assn.

## STAMFORD, CONN.

WILLIAM H. SCHAEFER, President

### William H. Schaefer & Son, Inc.

New Fireproof Storage Warehouse  
Stamford, Conn.

Storage, Shipping of Fine Household Goods  
Serving Stamford and Northern Westchester County  
Members Connecticut Warehousemen's Association

## WATERBURY, CONN.

Est. 1859.

Member N. F. W. A.

### The Ralph N. Blakeslee Company

#### Storage — Furniture — Merchandise

Delivery Service to the Following Towns—

Ansonia	Cheshire	Seymour	Union City
Beacon Falls	Middlebury	Thomaston	Watertown
Bristol	Naugatuck	Torrington	Woodbury

## WATERBURY, CONN.

### Waterbury Storage Company

John Moriarty, Inc., Prop.  
Est. 1877

127 East Main St.

Elevators Fireproof Buildings Cap. 562 Rooms

MEMBERS: N. F. W. A.  
Connecticut Warehousemen's Ass'n

## WASHINGTON, D. C.

### JACOBS TRANSFER CO.

STORAGE WAREHOUSES

Office—111 Florida Ave., N. E.

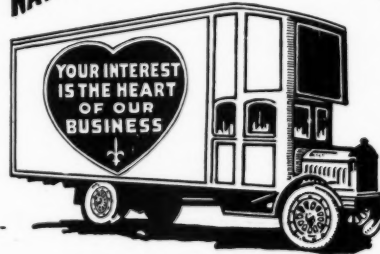
Household Goods—Storage, Packing, Shipping  
Merchandise—Storage and Distribution  
Pool Car Shipments. Heavy Hauling  
References—any bank our city

## WASHINGTON, D. C.

Specializing  
in Household  
Transportation  
and  
Fireproof  
Storage  
Packing  
and  
Shipping

Also  
MERCHANDISE  
and  
HEAVY  
HAULING

**NATIONAL TRANSFER & STORAGE CO.**  
INC.



East Avenue and Leland St.  
Washington, D. C.



WASHINGTON, D. C.

Modern  
Fireproof  
Building

LONG  
DISTANCE  
MOVING

PACKING  
STORING  
SHIPPING



**SMITH'S** TRANSFER & STORAGE CO., INC.  
1313 You Street, N. W.

WASHINGTON, D. C.

Union Storage and Transfer Co.

820 TWENTIETH ST., N. W.

LOCAL AND LONG DISTANCE HAULING  
PACKING—STORING—SHIPPING

Consignments of Pianos and Household Goods to Our Care Will  
Receive Prompt Attention.

WASHINGTON, D. C.

UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.



MEMBERS:

National Furniture  
Warehousemen's Association

Efficient and Courteous  
Service

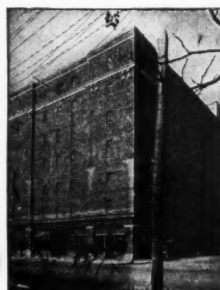
Modern Fireproof Warehouse

We are prompt in all things.

Member:  
American Warehousemen's Assn.

Distributors of Pool Cars

JACKSONVILLE, FLA.



Member National Furniture  
Warehousemen's Association

Delcher Bros. Storage Co.

459-61-63-65 Riverside Avenue

FIREPROOF WAREHOUSE

Low Insurance Rate

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

FLORIDA'S LARGEST

Shippers of Automobiles  
for Tourists

The Men Who Distribute

Indian Motorcycles

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

JACKSONVILLE, FLA.

UNION TERMINAL  
WAREHOUSE COMPANY

EAST UNION and IONIA STREETS

55 Rental Compartments Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system. Low  
Insurance Rate. Sub-Post Office and branch Western Union  
Telegraph. Joint Railroad Agent. L.C.L. freight loaded  
direct for line of road.

GENERAL MERCHANDISE STORAGE  
AND FORWARDING

Special attention to handling of pool cars.

MIAMI, FLA.

The John E. Withers Transfer &  
Storage Co., Inc.

will give your shipments careful attention. Fireproof Ware-  
house. Facilities for distribution of pool cars. Moving, pack-  
ing, shipping and storing Household Goods and Automobiles.

Private Trackage

Motor Equipment

1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA

Orlando Bonded Warehouse (Inc.)

Cor. Jefferson and Railroad  
100-112 West Amelia Avenue

Storage and Distributing of General Merchandise,  
Household Goods

Private Siding, A.C.L.R.R.

Member National Furniture Warehousemen's Association  
Sprinkler Protection Low Insurance

It's a pleasure to serve you

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinex Streets

TAMPA, FLORIDA

JOBBERS WAREHOUSING COMPANY

Storage, Distribution, Forwarding  
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space

Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

TAMPA, FLA.

UNION  
TRANSFER & STORAGE CO.  
FIREPROOF WAREHOUSE

ATLANTA, GA.

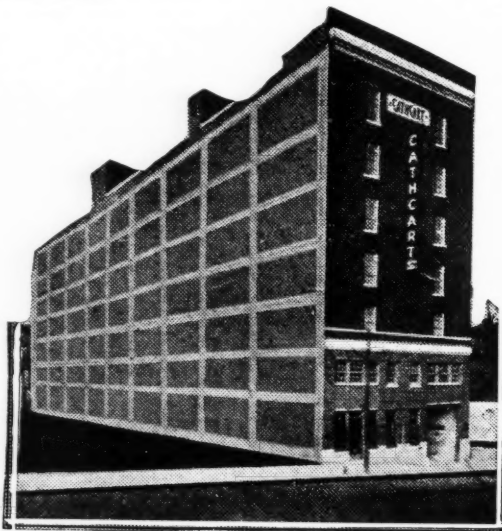
**CAMP-DANIEL TRANSFER & STORAGE, Inc.**

16 Central Ave.

Storage, Packing, Shipping of Household Goods  
Pool Car Distribution of Merchandise

Members of N. F. W. A.

ATLANTA, GA.



**CATHCART VAN AND STORAGE CO.**

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

ATLANTA, GA.

**NATIONAL BONDED WAREHOUSE**

Capital \$150,000.00

Storage, Transfer and Distribution

ATLANTA'S LARGEST WAREHOUSE

GENERAL MERCHANDISE

HOUSEHOLD GOODS

Private railroad siding connecting all railroads—warehouses sprinklered  
and A. D. T. service—local and long distance trucking

Members N. F. W. A. and A. W. A.

**Pluck and Business  
Enterprise  
All in One Word  
"Advertise"**

ATLANTA, GA.



**Storage and Distribution  
Merchandise Only**

Specializing in Pool Car Distribution

Member American Warehousemen's Association

**Security Warehouse Co.**

Atlanta, Ga.

AUGUSTA, GA.

**THE HOLLINGSWORTH WAREHOUSES  
MERCHANDISE WAREHOUSING AND  
DISTRIBUTING POOL CARS A SPECIALTY**

Warehouse Not as Large as the Largest.  
But Our Service as Good as the Best.

SAVANNAH, GA.

**Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and Steamship Docks

Members American Chain of Warehouses

Members American Warehousemen's Association

**R. B. YOUNG, President**

Bay Street Extension and Canal

P. O. Box 985

Savannah, Ga.

The Men Who Distribute

**Murphy Chairs**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

HONOLULU, HAWAII

When Shipping Goods to

## HONOLULU

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

### CITY TRANSFER COMPANY

Cable Address:  
LOVERINO, HONOLULU

BOISE, IDAHO

## PEASLEY

### TRANSFER & STORAGE COMPANY

STORAGE, TRANSFER AND FORWARDING

419 SO. EIGHTH STREET

BLOOMINGTON, ILL.

F. G. BRUNTON

C. E. BRUNTON

R. N. BRUNTON

## BRUNTON

### TRANSFER & STORAGE CO.

Since 1905

Pool Cars and Merchandise Distributors  
Household Goods stored; packing and crating; long distance moving a specialty.  
Local distributors for Procter & Gamble, H. J. Heinz Co., etc. Consign your goods in our care for prompt delivery.

415 N. Center St.

Phone 813

CAIRO, ILL.

Glynn's

### Transfer and Fireproof Storage Warehouse

MOVING—PACKING—SHIPPING—STORING  
DISTRIBUTING POOL CARS

Private Siding—Trucking Service—Member N.F.W.A.

The Only Storage Firm in the City Who Own Their Fireproof Building

CHICAGO, ILL.

## BEKINS

Household Shipping  
Company



Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

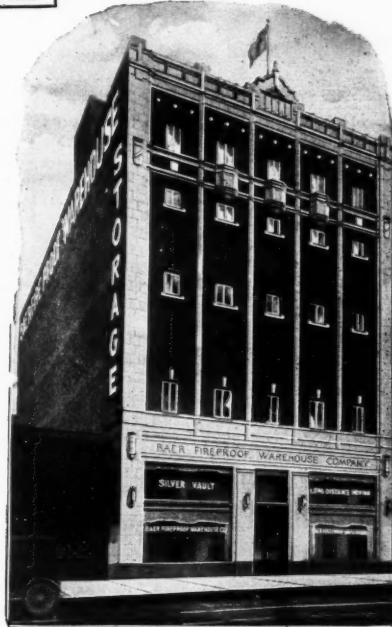
### GENERAL MERCHANDISE STORAGE

Low insurance rates—Free Switching by all roads. Superior trucking and delivery service by our Hundred Trucks.

EDWARD LASHAM CO.

1555 South State Street, Chicago

CHICAGO, ILL.



Established 1892

### BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS  
Of Furniture and Pianos

Collections Promptly Remitted  
Members—The Chicago Association of Commerce—Nat'l Furniture Warehousemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.

General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHICAGO, ILL.

### CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate  $7\frac{1}{2}\%$

No Trap-Cars Here  
L. C. L. Freight Loaded Direct to Destination  
WHY NOT USE THE BEST FACILITIES?

The Men Who Distribute

### Quality Brands

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## CHICAGO, ILL.

**Are You a Judge of Warehouses?  
Come and Look at a Good One**

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.

We are confident that you will decide to consign future carloads to

**Currier-Lee Warehouse Co.**

427 W. Erie Street Chicago, Illinois  
Associated with Distribution Service, Inc.  
Offices in New York, Chicago and San Francisco

## CHICAGO, ILL.

ESTABLISHED 1892

**EMPIRE  
WAREHOUSES, INC.**

**8** FIREPROOF WAREHOUSES **8**  
For Household Goods  
POOL CAR DISTRIBUTION  
In the Heart of North and South Sides  
Private Sidings on Chicago Junction and Illinois Central  
For Efficient Service  
Ship the EMPIRE Way

**Warehouses**

40th St. and Calumet Ave.  
4717-16 Cottage Grove Ave.  
5041-45 Lake Park Ave.  
5147-53 Cottage Grove Ave.  
1117-19 East 62nd St.  
6154-56 Wentworth Ave.  
6824-26 Stony Island Ave.  
4015-17 Broadway



General Offices: 52nd St. and Cottage Grove Ave.  
Member A-W-A, N-F-W-Assn., I-F-W-A

## CHICAGO, ILL.

**Branch Office Service**

Desk space completely equipped with fireproof storage space and motor truck service available when wanted for manufacturers or manufacturers agents. Particularly well located for the automobile or printing trade.

**GOOLD STORAGE COMPANY**  
Est. 1875 2219-21 Cottage Grove Ave.  
CHICAGO

## CHICAGO, ILL.

**Globe Express and Van Co.**  
**AUTOMOBILE STORAGE**

4350-56 OGDEN AVE., CHICAGO

Cartage Contractors

Furniture and Piano Movers

## CHICAGO, ILL.

**GRISWOLD & WALKER, Inc.**OPERATING G. & W. TERMINAL and  
SIBLEY WAREHOUSES

ROY C. GRISWOLD, Pres. S. H. VERRAL, Treas.  
WELLINGTON WALKER, Vice-Pres. H. H. SMITH, Secy.

Capital \$300,000.00

Executive Offices: 1525 Newberry Ave.  
CHICAGO

This consolidation creates the most Complete Warehousing Organization  
in Chicago and the Middle West.

MERCHANDISE STORAGE AND DISTRIBUTION  
U. S. CUSTOMS AND INTERNAL REVENUE BOND

Motor Truck Delivery. Parcel Post Distribution. Trap Car  
Reshipping. Field Warehousing. Pool Car Distribution.

## CHICAGO, ILL.

**HARDER'S**

**Fireproof Storage and Van Company**  
now operated by

**EMPIRE WAREHOUSES, INC.**

General Office—52nd and Cottage Grove Ave.  
N-F-W-A I-F-W-A A-W-A

## CHICAGO, ILL.

**EMPIRE  
Merchandise Warehouse**

(Formerly operated by Harder's Fireproof  
Storage and Van Company)

These factors assure efficient service  
On Chicago Junction Ry.

Inside House Track for Five Cars  
Trap Cars Daily.

Large Motor Truck Fleet for City Delivery

Ship the  
EMPIRE WAY

Extensive Storage

Facilities

Efficient

Organization

**EMPIRE WAREHOUSES, INC.**

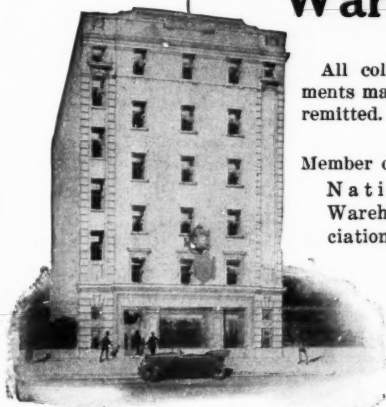
General Office:  
52nd St. and Cottage Grove Ave.

CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

## Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of  
National Furniture  
Warehousemen's Association, Illinois, New York and Southern Warehousemen's Association.

### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.



No Cartage or Trap Car Delays in Making L. C. L. Shipments.

CHICAGO, ILL.

### North Pier Terminal Company

589 East Illinois St.

Telephone Superior 5606



Largest Terminal Warehouse in Chicago.

16,000,000 cu. ft. Genl. Stg. and Leasing

On North Pier Slip.

Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

CHICAGO, ILL.

Englewood Office  
5711 So. Halsted St.  
Englewood 0700

Woodlawn Office  
6150 Cottage Grove Ave.  
Fairfax 7000

## JOYCE BROTHERS CO.

### Moving and Storage

Expert Packing and Crating  
Long Distance Hauling

Rogers Park Office  
6428 No. Clark St.  
Rogers Park 0033

Downtown Office  
31 No. State Street  
Phone Central 5800

CHICAGO, ILL.

## We Help You Keep Your Delivery Promises

The facilities we place at your disposal for the quick and careful distribution of goods in this territory are so well organized that your delivery promises are always kept—which means more clients and more profits.

Our B & O C T Warehouse has private switch track connecting with all Trunk Lines entering Chicago.

We specialize in—

Pool Car Distribution.  
City and Suburban Delivery.

Merchants Warehouse and Distributing  
Company  
Chicago, Ill.

CHICAGO, ILL.

## Ontario Warehouse Company MERCHANDISE STORAGE

Ontario and Kingsbury Street, Chicago, Ill., U. S. A.  
Private track facilities, with free switching from all railroads entering Chicago

CHICAGO, ILL.

### Railway Terminal & Warehouse Company

444 W. Grand Ave.

## Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates

Use Our Service

Tunnel Service—Cut your cartage in half

The Men Who Distribute

## Indian Packing Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CHICAGO, ILL.

**Soo Terminal Warehouse**

519 W. Roosevelt Road Chicago, Illinois

*Merchandise Storage and Distribution  
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

**"THE ECONOMICAL WAY"**

## CHICAGO, ILL.

**SOUTH SIDE STORAGE FOR  
SOUTH SIDE DISTRIBUTION**

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is Service, prompt, efficient and reliable.

*Direct Connection with All Roads***SOUTH SIDE SHIPPING & STORAGE  
WAREHOUSE**

131-135 West 63rd Street

Phone Normal 6266

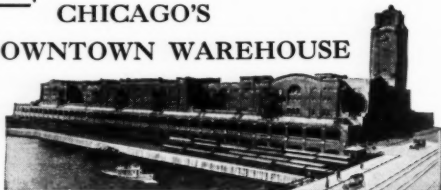
## CHICAGO, ILL.

**Chicago  
Jos. Stockton Transfer Co.**

1020 South Canal St., near Taylor St.

**Teaming of Every Description—City De-  
livery Service and Carload Distributors**

## CHICAGO, ILL.

**CHICAGO'S  
BIG DOWNTOWN WAREHOUSE****"At the Edge of the Loop"**

Stocks Carried for Out-of-Town Manufacturers; Storage-in-Transit Privileges; Prompt Rail Shipments Anywhere Without Cartage Expense; Pool Cars Distributed; Office and Warehouse Space To Lease.

For Modern Warehousing Service as Adapted to Your Individual Distributing Requirements in the Midwest Market, Consult

**WESTERN WAREHOUSING COMPANY**  
329 W. POLK ST., CHICAGO E. H. Hagel, Supt.

## DANVILLE, ILL.

**Beeler Transfer & Storage**

Merchandise Pool Car Distribution.  
Furniture Storing, Packing & Ship-  
ping. Auto Truck Service. Long  
Distance Hauling. City and Inter-  
urban Delivery.

208-210 West Main St.

## DANVILLE, ILL.

**Danville Transfer & Storage Co.**

C. B. Hall, Pres.

G. W. Orr, Secy. &amp; Treas.

The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Distribu-  
ting. Conveniently located in the heart of the whole-  
sale district. Private siding to warehouse, and free  
switching from all railroads.

**Low Insurance Rate**

Danville is the breaking point of Eastern  
and Western Classification of freight rates,  
making a most convenient point for the  
distributing or storage of carloads.

American Warehouse Association.  
Members National Furniture Warehousemen's  
Association.  
Members Illinois Furniture Warehousemen's  
Association.

## DECATUR, ILL.

Since 1892

**HAMMAN BROS.  
Transfer & Storage Co.**

Decatur's pool car distributors. Spot stock deliveries. Merchandise and  
Household Goods Storage. Private siding and free switching to the ONLY  
FIREPROOF WAREHOUSE in the City. Truck and Team service.

Office:—WILLIAM ST. at BROADWAY.

## DECATUR, ILL.

**Ship to Meridith for Prompt  
Service in Decatur and Environs**

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots.  
No terminal delay or switch charge when consigned  
direct to Meridith.

Household Goods and Merchandise Storage. Private  
Locked Rooms. Steam Heated Piano Rooms.  
Vans—Trucks—Drays. Ship your next car for  
results to

**F. M. MERIDITH**

Storage and Transfer Co.

320-350 E. Cerro Gordo

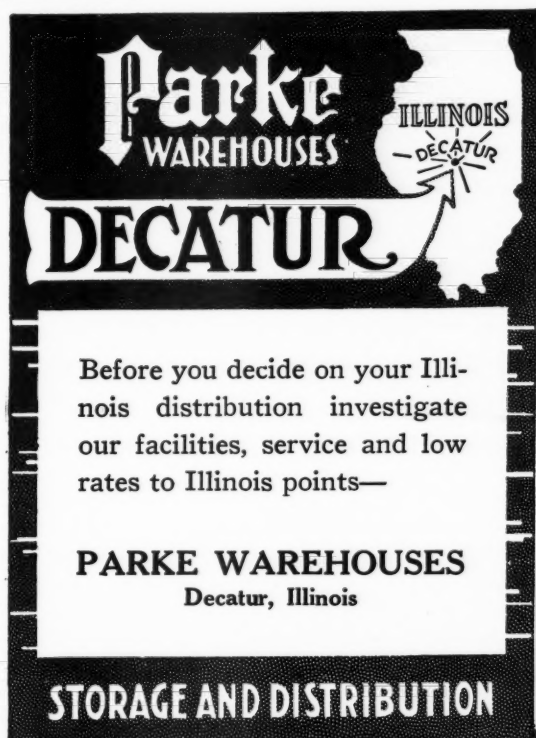
Decatur, Ill.

Why should a man Prosperity Expect,  
If, to secure it, he the means neglect?  
As Soil—its own to hold—needs fertilizing,  
So Business—new or old—needs Advertising.

**"Pop."**



DECATUR, ILL.



**Parke**  
WAREHOUSES  
**DECATUR**

Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

**PARKE WAREHOUSES**  
Decatur, Illinois

**STORAGE AND DISTRIBUTION**

PARIS, ILL.

30 Years of Constant Trying for a Better Service Has Made Ours  
the Best

**REED TRANSFER & STORAGE**  
STORAGE WAREHOUSE.  
HOUSEHOLD FURNITURE AND PIANOS.  
PACKING, CRATING AND SHIPPING.

315 N. Main Street Telephone 132 PARIS, ILLINOIS

PEORIA, ILL.

Office: 4-1285, 4-4238 TELEPHONES Barns: 4-3307

**O'Neill Bros. Transfer & Storage Co.**  
*Merchandise Hauling*

Carload Shipments Distributed  
Freight Handled Promptly  
Pool Car Distributing  
Merchandise and Furniture Storage

**Commercial Furniture Warehousing**  
617-619-621 S. Water St. Peoria, Ill.

ROCK ISLAND, ILL.

**Rock Island Transfer & Storage Co.**  
Merchandise Warehousing and Distribution  
Motor Truck Service  
C. B. & Q. SIDING  
FREE SWITCHING FROM ALL OTHER ROADS

ELGIN, ILL.

**Elgin Storage & Transfer Co.**  
A. C. MUNTZ, Pres. H. C. MUNTZ, Mgr.  
Merchandise and Furniture Storage, Long Distance Hauling.  
Bonded Warehouse. Storing, Packing, Shipping.  
Warehouse and Office: No. 60-62 North Grove Ave.

EVANSTON, ILL.

**Evanston Transfer Co.**  
MOVING - PACKING - SHIPPING  
LONG DISTANCE REMOVALS  
Phone University 5112 716 MAIN STREET

MOLINE, ILL.

**Fireproof Warehouse**  
Freight Distributors for Moline, Rock Island,  
East Moline and Silvis, Ill., Davenport, Iowa  
and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**  
1205-1209 Fourth Ave. Moline, Illinois

ROCKFORD, ILL.

**Carry Spot Stocks  
at Rockford—and at  
The Bartlett Warehouse**

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fire-proof construction, and centrally located. The downtown district and all freight stations are within four blocks.

**Bartlett Storage Warehouse**  
Rockford, Illinois

## ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*

## SPRINGFIELD, ILL.

**HILLIER STORAGE COMPANY**

Fireproof Warehouses

Merchandise and Pool Car Distribution—Spot Stock Delivery—Motor and Team Service.  
Household Goods Storage—Moving, Packing and Shipping.  
Private Siding C. & A. Free Switching from all Railroads when Billed in Our Care.

Office: 413 N. 4th St.

Springfield, Ill.

## SPRINGFIELD, ILL.

**Merchants Transfer & Storage Co.**

BONDED WAREHOUSE

Storage, Packing, Moving and Shipping, Private Siding  
Wabash R. R., Free Switching from all railroads.  
Merchandise and Pool Cars a specialty.  
Long Distance and Heavy Hauling.

1000 East Monroe Street, Springfield, Illinois

## FORT WAYNE, IND.

AUG. C. BORGMANN

CLIFF H. BORGMANN

**A. C. BORGMANN & SON**

TRUCKING, MOVING AND GEN. TRANSFER  
STORAGE, PACKING AND CRATING  
DISTRIBUTING

Office, 1618 S. Harrison

Stables, 333-335 S. Clinton

## FORT WAYNE, IND.

**Fort Wayne Storage Company**  
FORT WAYNE, INDIANA

*General Merchandise  
Storage and Forwarding*

## FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**

"Fireproof" Buildings

**STORAGE, TRANSFER, DISTRIBUTION**

Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries  
Private siding

## FORT WAYNE, IND.

**Southside Storage & Van Co.**

Furniture Packing, Crating, Storage, Overland Moving  
and General Trucking

327 E. Superior St.

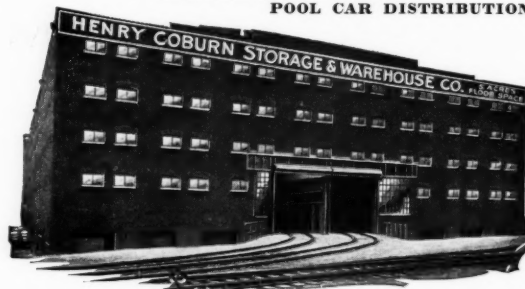
Fort Wayne, Ind.

## INDIANAPOLIS, IND.

*"Coburn Service for Efficiency"*

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION



Orders enroute same day received. No trap car delays.  
Operating our own truck equipment.

## INDIANAPOLIS, IND.

**D. & D. TRANSFER & STORAGE CO.**Indiana Licensed Class A Warehouse  
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the  
Storage and Distribution of Merchandise.

Private R. R. Siding—Free Switching.

Over 21 Years Continuously Serving

Local and National Firms

## INDIANAPOLIS, IND.

**Indiana Refrigerating Company**

240 So. Pennsylvania St.

Telephone Main 0403



**Largest Cold Storage Plant in Indiana.**  
2,250,000 cu. ft. Cold Storage. 125 Tons Ice Daily.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

## INDIANAPOLIS, IND.

**Indiana Terminal Warehouse Company**

Pennsylvania &amp; Georgia Sts. Telephone Lincoln 7511



**Free Traction Trap Car Service Saves Cartage and Delay.**

3,000,000 cu. ft. Genl. Stg. Two Blocks from Center of City.

Operated by National Terminals Corporation.

(See our advertisement on front inside cover page.)

The Men Who Distribute  
**United Drug Products**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

INDIANAPOLIS, IND.

**Shank Fireproof Storage Co.**

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

PACKING                      MOVING  
STORAGE                      FORWARDING

Members of N. F. W. A.

INDIANAPOLIS, IND.

**INDIANAPOLIS, IND.**



**Tripp Warehouse Company**  
MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Centrally Located in Shipping District  
Motor Truck Delivery      No Trap Car Delays  
"Service That Satisfies"

LAFAYETTE, IND.

**C. R. Whistler Transfer & Storage Co.**

Fireproof Storage      Lafayette, Ind.  
Cor. First and Columbia Street

Heavy Haulage our specialty.  
General distribution and storage of merchandise.  
Motor van for local and distance moving.  
Storage for household goods and machinery.  
Packing and shipping.

Private siding: CCC & St. L. and Nickel Plate Lines.

MARION, IND.

**VIRGIL F. LEMON**

FIREPROOF STORAGE and WAREHOUSE

Local and Long Distance Moving  
Office, 314 S. Branson St.      Marion, Indiana  
Furniture Packing, Storing and Shipping

MUNCIE, IND.

H. L. OLIVER, President  
D. O. HENDERSON,  
Sec. and Treas.

Iron Safes, Machinery, Household Goods and Pianos Moved

All Kinds of Merchandise Stored and Distributed

TELEPHONE 141-142



**DELAWARE TRUCKING CO., INC.**      Muncie, Ind.

Carload Shipments Distributed  
Pool Car Distributing      Long Distance Hauling  
Motor Service      Private Siding to Warehouse  
Free Switching from All Railroads

SOUTH BEND, IND.

**WARNER WAREHOUSE CO.**

Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

Member: American Warehousemen's Assn.

TERRE HAUTE, IND.

**Bauermeister Terminal Company**

Private R.R. Track—Capacity 21 Cars connecting with all Lines

Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. Members American Chain of Warehouses.

BURLINGTON, IOWA

Solicits your shipping on the basis of

**MERCER ON THE MISSISSIPPI**

SERVICE  
PROMPTNESS  
EFFICIENT HANDLING  
EXCELLENT FACILITIES FOR  
DISTRIBUTION IN EVERY PHASE

Transit Privilege on Sugar, Potatoes, Lumber & Beet Pulp  
Low Insurance Rate  
Pool Cars      Storage      Distribution

**MERCER TRANSFER & STORAGE CO.**  
Burlington, Ia.

CEDAR RAPIDS, IOWA

**Cedar Rapids Transfer & Storage Co., Inc.**

Fireproof Warehouse      Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles  
290,000 Square Feet Storage Space

DAVENPORT, IOWA

Where the West Begins

Reliable for 20 Years  
Saving-freight The Mississippi Rate Break

Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.  
Reference—83 Nationally Known Firms Using Our Distributing and Warehouse Service.  
Ewert & Richter Express and Storage Co., Davenport, Iowa

The Men Who Distribute

**Tropical Paint**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## DES MOINES, IOWA



## SERVICE FOR THE SHIPPER

Our service and equipment enables us to handle your shipments to the best advantage.

Warehouse located within a short haul of local depots and wholesale and retail districts.

Storage for all commodities.  
Pool car distribution.  
Write for rates and information.  
Place spot stocks with us and give your customer quick service.

*200 Package Cars leave Des Moines daily, furnishing 24-hour service to surrounding territory.*

# MERCHANTS

## TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa  
Members: AWA, NFWA.

**Member:**  
American Chain of Warehouses, Incorporated

**Eastern Representative:**  
415 Greenwich Street  
New York City

**Western Representative:**  
203 So. Dearborn Street  
Chicago



## DES MOINES, IOWA



### Blue Line Storage Company

DES MOINES IOWA



Pool car distribution facilities unequalled in Iowa. Private truckage for 16 cars. Free switching from all railroads. Storage for merchandise and household goods. Local and long distance trucking.



Represented by Distribution Service, Inc.

100 Broad St. New York City Phone GG-8100	427 Erie St. Chicago Phone Sup-7180	625 Third St. San Francisco Phone Satty-3461
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## OTTUMWA, IOWA

### DAGGETT

#### TRANSFER AND STORAGE

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

**MEMBERS:**  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

## SIOUX CITY, IOWA

Sixth and Perry Sts., Sioux City, Iowa

# BEKINS

## VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Omaha, Nebr.  
Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## MARSHALLTOWN, IOWA

### Marshalltown Fire Proof Storage Co.

*Fire Proof Warehouse Motor Truck Service*

Distributing and Warehousing all classes of merchandise, household goods and automobiles. Excellent railroad connections for pool cars and spot stocks.

The Men Who Distribute

## Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SIOUX CITY, IOWA.

### Berthelsen Transfer and Storage Company

Household Goods packed, stored and shipped.  
Local and long distance hauling.  
Distributors of Pool Cars.  
Private Siding.  
Household Goods and Merchandise Warehouse.

**1509-11-13-15 East Fourth St.  
Sioux City, Iowa**

Member of Montul Whse. Service, Inc.

SIoux CITY, IOWA

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to  
**ROSENTHAL**  
Fireproof and Steam Heated Storage  
300 Iowa Street, Sioux City, Iowa

WATERLOO, IOWA

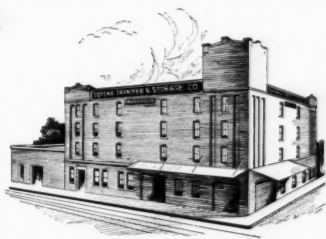
**IOWA WAREHOUSE CO.**  
Fireproof Warehouse Motor Truck Service  
Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

TOPEKA, KANSAS.

N. F. W. A. A. W. A.  
O. H. White, Pres. E. F. Dean, Sec. W. F. Atell, Treas.

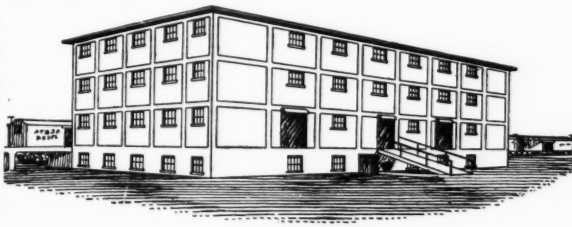
**THE TOPEKA**  
Transfer &  
Storage Co.,  
Inc.  
Established 1880

Three Houses for  
Merchandise and  
Household Goods



Private switch connections with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor service. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION, accurately and promptly. 75,000 sq. ft. Investment \$200,000. We solicit your shipments.

HUTCHINSON, KANSAS



**HUTCHINSON'S**  
Only Fireproof Warehouse

Doing a General Warehouse Business  
Storing New Merchandise Only

Private Siding A. T. & S. F.  
R.R. Free Switching from  
A. V. I., C. R. I. & P. & Mo.  
Pac. R.R.'s.  
Motor Truck Equipment for  
L. C. L. Shipments.

**Hutchinson Bonded Warehouse**  
Cor. Cleveland and Second Sts.  
Hutchinson Kansas  
OWNER—A. G. Barnett—MANAGER

WICHITA, KANSAS

Lowest Insurance

"Where Service Counts"

Storage Distribution and Forwarding

**BROKERS OFFICE & WAREHOUSE CO.**  
—Bonded—

143 North Rock Island Ave.



Private Siding. Direct Connection all Rail-  
way Lines Entering City.

Centrally Located in the Jobbing District  
and to Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.  
J. H. BRUGH, Sec., Gen. Mgr.



General Warehousing  
Storage, Forwarding and Distributing

300,000 SQUARE FEET

CAPITAL \$100,000.00



Three Warehouses (Fireproof)

Low Insurance. Complete Retail Connections. We Lend  
at Current Rates Upon Our Own Warehouse Receipts.

**UNITED WAREHOUSE CO.**

Wichita, Kansas  
115 N. Meade & 815 E. 2nd

Kansas City, Mo.  
2114 Central St.

KANSAS CITY, KANSAS

**THE INTER-STATE**  
TRANSFER & STORAGE COMPANY  
PACKING, MOVING, STORING AND SHIPPING  
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075  
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
L. J. Canfield.

PITTSBURG, KANSAS

Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL  
CAR Distribution

Located on the Atchison, Topeka & Santa Fe, Joplin-Pitts-  
burg, Kansas City Southern, Missouri Pacific, and St. Louis  
& San Francisco Railways.

**PITTSBURG TRANSFER & STORAGE CO., Inc.**  
P. O. Box 527

## WICHITA, KANSAS

**FIREPROOF WAREHOUSE**

CRATING - STORING - PACKING - MOVING - SHIPPING  
of HOUSEHOLD GOODS and GENERAL MERCHANDISE  
POOL CARS DISTRIBUTED - FREE SWITCHING  
SANTE FE, ROCK ISLAND, FRISCO, MO. PAC., K.C.M.&O.  
and MIDLAND VALLEY RAILROADS  
LOCAL AND LONG DISTANCE HAULING

**SOUTHWESTERN TRANSFER & STORAGE CO.**



## LEXINGTON, KY.

**W. R. MILWARD****Furniture Storage**

Packing and Shipping

159-161-163 North Broadway  
LEXINGTON KENTUCKY  
ESTABLISHED 1879

## LEXINGTON, KY.

**THE UNION**  
**TRANSFER and STORAGE**  
**COMPANY, Inc.**  
**THREE LARGE**  
**WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
Member American Chain of Warehouses

## LOUISVILLE, KY.

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

**Louisville Public Warehouse Co.**

W. N. Cox, Presiden.

E. H. Bacon, Vice-President



## LOUISVILLE, KY.

"We Know How"

**OK**

**STORAGE &  
TRANSFER Co.**

INCORPORATED

OPERATING WAREHOUSES

MEMPHIS—LOUISVILLE—NEW ORLEANS—LITTLE ROCK

## LOUISVILLE, KY.

**SAFETY TRANSFER AND  
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

## LOUISVILLE, KY.

**Tabb Storage Warehouse**  
and**Freight Transfer Line**

Established 1875

C. S. Tabb's Son, Mgr.

**NEWSPRINT—RAILWAY STORAGE**

**GENERAL HAULING**

## NEW ORLEANS, LA.

**NEW ORLEANS****In the heart of the  
Commercial District**

at New Orleans we have a distrib-  
uting depot for package freight,  
operated for the particular serv-  
ice of the traffic manager by a  
specialized organization that  
will handle orders as  
promptly and efficiently  
as your own ship-  
ping depart-  
ment.

Central  
Distributing  
Warehouses

Shipside  
Terminals

Alabo Warehouse

Commercial Warehouse

The most centrally located  
warehouse in the city

The only public warehouse  
in New Orleans on the water  
front—wharf facilities for  
the largest ocean steamers

**COMMERCIAL  
WAREHOUSES**

The Men Who Distribute


**H. O. Cereal**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**  
Established 1875      Incorporated 1918  
*General Storage and Distributing*



Rail and Water Connection  
Private Siding

Member  
American Warehousemen's Association  
American Chain of Warehouses

PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**  
71-85 Kennebec St.      PORTLAND, MAINE

*Warehousing and Distribution Service*

Household Goods Moving—Storing—Packing Shipping Special heated room for Pianos Separate locked rooms for Furniture	General Merchandise Light and Heavy Hauling— Storing—Forwarding Pool car distribution
---	--

Modern fireproof warehouse—Reinforced concrete construction  
Private track—Free switching with all roads.

Dependable — Expert — Guaranteed  
Warehouse Service for Foodstuffs and Non-Odoriferous  
Commodities

PORTLAND, MAINE

**Galt Block Warehouse Company**  
Portland, Maine  
*Storage, General Merchandise, Household Goods and Automobiles*

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine  
J. S. SAWTELLE, Manager

BALTIMORE, MD.

THOS. H. VICKERY, President

**BALTIMORE STORAGE CO.**

1710-20 Edmondson Avenue      Charles and 26th Sts.  
Bruce St. and Summit Place

Member { N. Y. F. W. A.      Operates 3 Warehouses.  
          { Balt. F. W. A.

BALTIMORE, MD.

Established 1904

**Central Warehouse Company, Inc.**

517-525 W. Baltimore St.

*Merchandise Storage & Distribution*

Railroad Connections - - - Low Insurance  
Motor Truck Service

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Whses.: 1019-21, 1206-08 Ridgley St.  
Est. 1896

**DAVIDSON TRANSFER  
& STORAGE CO.**

*"Baltimore's Leading Movers"*

FURNITURE PACKED, SHIPPED OR STORED.

BALTIMORE, MD.

**FIDELITY  
STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

Members Baltimore Furniture Warehousemen's Association,  
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

BALTIMORE, MD.

There Is Profit and Service in

**Norman Geipe**

**Long Distance Removals**

Specializing in long distance moving, we cover the principal cities throughout the Eastern section of the United States with regularity. Our experience and facilities will solve your long distance problems.

In addition you will find our service profitable to you and satisfactory to your customers.

Loads or part loads of household goods, office equipment or merchandise to or from Baltimore, Washington, Richmond, Pittsburgh, Cleveland, Youngstown, Buffalo, Philadelphia, Trenton, New York, Albany, Bridgeport, Hartford, Springfield, New London, Providence and Boston or en route.

Utmost care used with special compartments for breakable or fragile articles. Write or phone me when you want quick service. Get particulars of how we make it profitable for you to use our service.

**J. NORMAN GEIPE**

Home Office 1202-4 Edmondson Ave.

Day and night phone and telegraph service—  
Gilmor 2132-3

New York Office—1247 E. 87th St., Brooklyn  
Call Day or Night SKIDMORE 1822

BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE  
& CARPET CLEANING CO.**

1110-1116 PARK AVENUE, BALTIMORE, MD.

ABSOLUTELY FIREPROOF WAREHOUSE  
FURNITURE STORAGE—PACKING—MOVING  
CARPET CLEANING

Members N. F. W. A. and B. F. W. A.

## BALTIMORE, MD.

**Security Storage & Trust Company***Resources Over One Million Dollars*

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

*Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association*

## HAGERSTOWN, MD.

**HAGERSTOWN STORAGE & TRANSFER CO.**GENERAL MERCHANDISE STORAGE  
HOUSEHOLD GOODS STORAGE—PACKING AND  
SHIPPING—POOL CAR DISTRIBUTIONPenn. R.R. Siding Low Insurance Rate  
Motor Truck Service

## BOSTON, MASS.

**Dorchester Fireproof  
Storage Warehouse**

A complete service since 1880

Packing—Moving—Shipping—Storing

Your Boston shipments will receive our  
particular attention

MEMBER N. F. W. A.

690 Dudley St.

Boston

## BOSTON, MASS.

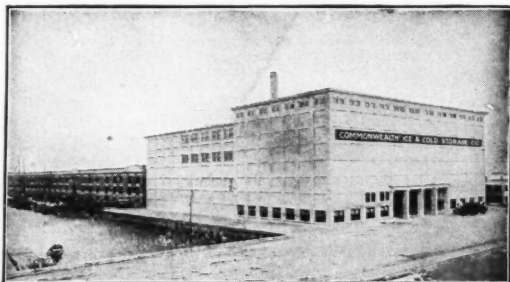
**GIBBS EXPRESS CO. YETTEN'S STORAGE**  
ESTABLISHED 1845

POOL CAR DISTRIBUTION

LeBaron R. Yetten

232 State St.

## BOSTON, MASS.

**For Service in Boston  
It's Commonwealth***Where Rail Meets Sail**Cold storage for all classes of perishable merchandise.  
Directly connected side track on New York, New  
Haven & Hartford.**General storage space for all classes of merchandise.  
Perfect local distribution facilities.***COMMONWEALTH  
ICE AND COLD STORAGE CO.**  
220 Northern Avenue, Boston, Mass.

## BOSTON, MASS.



FURNITURE AND PIANO MOVERS

**HOME, OFFICE and  
LONG DISTANCE MOVING**Having a five story building comprising forty-one  
thousand square feet devoted exclusively to the  
Packing and Storing of Household Goods and  
Office Furniture for shipment.We are the largest concern in New England doing  
this kind of work, operating a fleet of trucks for  
intercity and interstate shipments, also take care  
of your collections and represent you at this end.

	<b>Main Office</b>	<b>Boston</b>
46 Bromfield St.		
587 Columbia Road	<b>Dorchester Office:</b>	<b>Dorchester, Mass.</b>
76 Broadway	<b>Packing Department:</b>	<b>South Boston</b>

## BOSTON, MASS.

**FORT HILL STORAGE WAREHOUSE**  
415-429 Atlantic Ave. 825 Summer St.*Located in Center of Business Section*

GENERAL STORAGE SPACE AUTOMOBILES

The Men Who Distribute

**Jersey Cereals**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**BOSTON, MASS.**

Est. 1894

Inc. 1905

**J. L. KELSO COMPANY**

General Storage Warehouses

1-7 Union Wharf Boston, Mass.

CENTRALLY LOCATED

About equal distance to Steamship and Railroad Lines.  
Connecting all Railroads via Union Freight R. R. Co.  
No switching charge on cars consigned in our care.  
Goods received and delivered from both sides of warehouse.

Our policy: To please our customers and render prompt, efficient and personal service.

Member of

Mass. Warehousemen's Ass'n  
American Warehousemen's Ass'n



**BOSTON, MASS.**

**New Haven Terminal Stores**  
Northern Avenue Stores &  
Dock Corporation

308-316 Congress Street, Boston, Mass.

Direct Track Connection  
New York, New Haven & Hartford Railroad

Free and Bonded Storage of Wool  
and General Merchandise

Pool Car Distribution—Prompt Service

Let us submit rates.

**WILLIAM B. HARPER**  
Manager



**BOSTON, MASS.**

**Quincy Market Cold Storage  
and Warehouse Co.**

**STORAGE FOR FREE  
AND BONDED  
MERCHANDISE**

**Special Attention Given to Distribution**

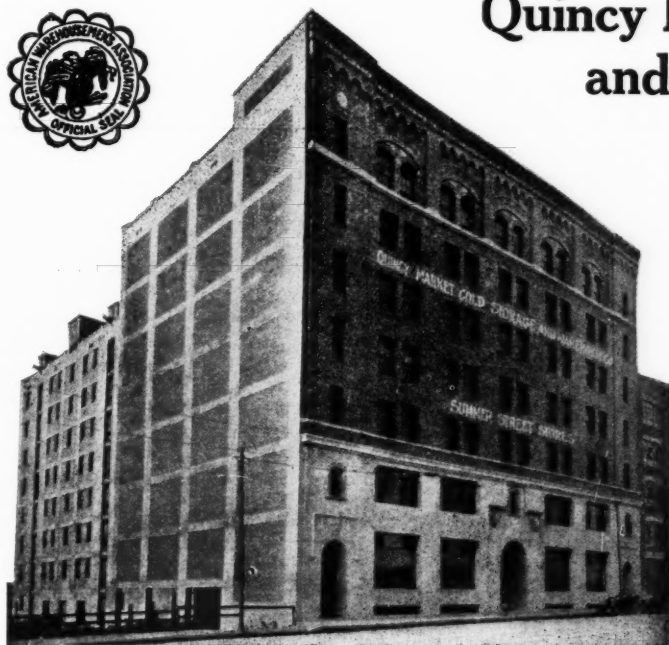
Charles River Stores, 4,776,000 cu. ft.  
Fireproof Construction—Lowest Insurance  
Rates. Direct track connection with the  
Boston & Maine R. R. Deep Water Con-  
nection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft.  
Fireproof Construction—Lowest Insurance  
Rates. Direct track connection with the  
Boston & Albany R. R.

Summer Street Stores, 2,000,000 cu. ft.  
Fireproof Construction—Lowest Insurance  
Rates. Direct track connection with the  
New York, New Haven & Hartford R. R.

General Storage Department  
Main Office:

178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. & H. R. R.

**BOSTON, MASS.**

**WIGGIN TERMINALS, Inc.**

50 Terminal St.

Boston (29)

Mass.

**STORAGE**

B. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

The Men Who Distribute  
**Bixby's Blacking**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**BRIGHTON, MASS.**



Office: 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments Motor Truck Service

Direct Track Connection with the Boston & Albany R. R.

Centrally Located and giving High Grade Service



## NORTHAMPTON, MASS.

**GLEASON BROTHERS**  
P. P. Gleason  
Prop.

Moving—Storing—Packing—Shipping  
Long distance transfer by auto truck  
Building Movers—Crushed Stone, Cement and Mortar Sand  
Storage Warehouse—N. Y., N. H. & H. R. R.  
Office 7 Pearl St.—Tel. 413-W  
Member National Furniture Warehousemen's Assn.  
Northampton Baggage Transfer  
Boston & Maine R. R.—N. Y., N. H. & H. R. R.  
Tel. 153

## SPRINGFIELD, MASS.

Storage, Forwarding, Distribution  
of Merchandise of All Kinds

**Atlantic States Warehouse  
& Cold Storage Co.**

(Succeeding Eastern States Whse. &amp; Cold Stge. Co.)

Six Million Cubic Feet Capacity

Cold Storage of Food Products

Household Effects Packed for Shipment

General Trucking. Furniture and  
Piano Moving

Executive Office

385 Liberty Street, Springfield, Mass.

NEW YORK OFFICE, 1 Harrison St.

JERSEY CITY, N. J.  
WAREHOUSE  
Consign via  
D. L. & W. R. R.  
Cold Storage Only

LIBERTY DIVISION  
385 Liberty St.  
Springfield, Mass.  
Cold Storage, Merchandise,  
Household Goods

SPRINGFIELD  
WAREHOUSE  
Consign via  
B. & A. R. R.  
Cold Storage Only

LOWELL, MASS.  
WAREHOUSE  
Consign via  
B. & M. R. R.  
General Merchandise and  
Household Goods

## SPRINGFIELD, MASS.

**FURNITURE and MERCHANDISE  
STORAGE and DISTRIBUTION**

POOL CARS HANDLED  
Fireproof Construction. Low Insurance Rate.  
Correspondence Solicited.

**CENTRAL STORAGE WAREHOUSE, INC.**

270 Liberty Street  
Members: A. W. A. and N. F. W. A.

## SPRINGFIELD, MASS.

**BILL KNEELAND'S MOTOR EXPRESS  
STORAGE WAREHOUSE**

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.

POOL CAR DISTRIBUTION

## WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

**GEORGE A. BOWKER, Inc.**

STORAGE WAREHOUSE  
Distributors of General Merchandise  
Carload and Pool Lots a Specialty  
NEW BUILDING B. & M. R. R. SIDING  
122-124 Central Street 111-113 Thomas Street  
Reliable Service

## WORCESTER, MASS.

**BOWLER**  
Storage and Sales Company

81 Lafayette Street  
WORCESTER, MASSACHUSETTS

Logical point of distribution for New England

Our service assures quick deliveries, accurate records, per-  
sonal interest in every transaction and bigger business in the  
territory we serve.

Members of American Chain of Warehouses,  
American Warehousemen's Association.

## WORCESTER, MASS.

**NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**

Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

## WORCESTER, MASS.

**School Street Storage Warehouse Co.**

44-52 School St.

FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods  
General Merchandise Distribution; Pool Car Shipment  
MEMBERS A. W. A. AND N. F. W. A.

## BAY CITY, MICH.

**The Riverside Truck & Storage Co.**

Storage Household Goods and Merchandise

Pool Car Distribution

25000 ft. Floor Space. Private Siding  
Office and Warehouse

2nd and Adams Sts., Bay City, Mich.

## DETROIT, MICH.

GENERAL CARTAGE  
Transfer of Baggage  
Motor Trucking



MOVING  
Local and Long Distance  
Storage and Packing

Warehouse: 213 Griswold Street  
Canadian License

**Baier Transfer & Storage Co.**

Daily Truck Service Between Detroit and Toledo  
Forwarders of Household Goods and Autos to Florida  
and Western Coast

DETROIT, MICHIGAN

MEMBERS:

National Furniture Warehousemen's Association  
Michigan Furniture Warehousemen's Association  
Main Office: 142 GRISWOLD STREET  
Main 1496—Cherry 6424

The Men Who Distribute  
**Ritter Dental Supplies**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**DETROIT, MICH.**

**Detroit Railway & Harbor Terminals Company**  
Clark & West Jefferson Avenues



**Combining All Facilities for Water and Railway Transportation.**

7,000,000 cu. ft. Genl. Stg. 2,000,000 cu. ft. Cold Stg.

**Operated by National Terminals Corporation.**  
(See our advertisement on front inside cover page.)

**DETROIT, MICH.**

**JOHN F. IVORY, Inc.**

Office 6439 Hamilton Ave.

Moving Engineers  
Packing Shipping Storage  
Warehouse 1338 to 1348 Lafayette Boulevard  
Phones: Northway 2714-2982

**DETROIT, MICH.**

**MERCHANTS WAREHOUSE CO.**

*Storing, Distributing, Forwarding*

5620 Federal Ave.

Detroit, Mich.

**DETROIT, MICH.**

**Detroit Storage Co.**

A. A. LEONARD, Pres.



**MOVING, PACKING, SHIPPING**

**Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.**

Member National Warehousemen's Ass'n.

**DETROIT, MICH.**

**METROPOLITAN MOVING CO.**

Moving, Storage, Packing, Shipping

**WE MOVE BY VAN WITHIN 1000 MILES  
EVERY LOAD INSURED**

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

**DETROIT, MICH.**

**Michigan Terminal Warehouse Company**

Brandt Avenue and Wyoming Road. Telephone Walnut 6910



**Detroit's Industrial Warehouse.**

3,000,000 cu. ft. Genl. Stg. 14 Acres for Industrial Development.

**Operated by National Terminals Corporation.**

(See our advertisement on front inside cover page.)

**DETROIT, MICH.**

**CONSIGN CRATED SHIPMENTS**

**TO THE ROBINSON STORAGE COMPANY**

434 E. Willis Avenue Detroit, Michigan  
Via MC, Wabash or NYC Russell St. Dely, or GT Trombly St. Dely.

**MOVING**

Long Distance

**CRATING**



**STORAGE**

A Specialty

**SHIPPING**

**ROBINSON**

**DETROIT MICH.**

**MARVIN SPRAGUE STORAGE**

12620-24 Hamilton Ave.

Moving, Packing, Shipping and Storage of Household Goods  
Pool Car Distribution of H.H.G.

**DETROIT, MICH.**

*Your Customers Know*

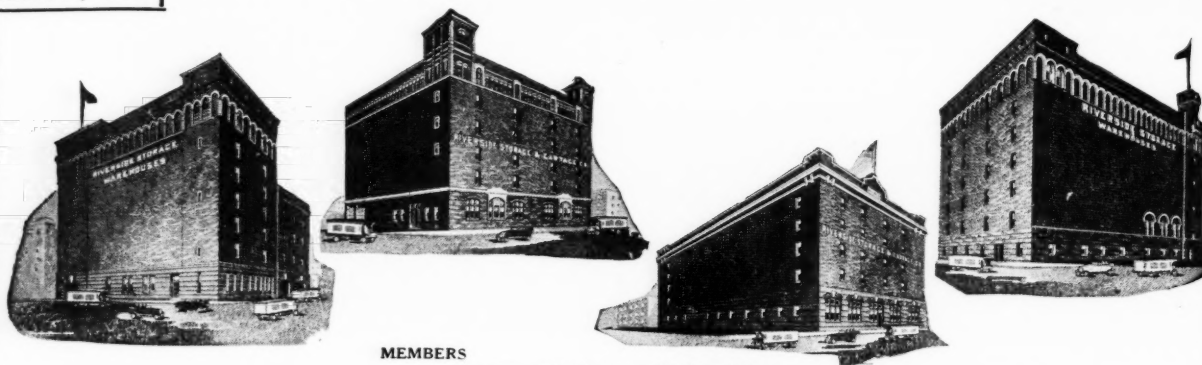
**EDGAR'S SUGAR HOUSE**

**9 Merchandise Warehouses in Detroit**

- |  |   |
|--|---|
| No. 1. Lafayette Ave., Cor. 12th St.,<br>M. C. & C. P. R. R.       | No. 7 Division and Dequindre, on G.<br>T. R. R.                               |
| No. 2. Alfred and Dequindre Sts.,<br>G. T. R. R.                   | No. 8 Foot of 8th St., River, M. C.<br>and C. P. R. R.                        |
| No. 3. Howard and 12th Sts., M. C.<br>and C. P. R. R.              | No. 9 Junction Ave., Penn. Ry., Wa-<br>bash & P. M. R. R.                     |
| No. 4. Clay and Dequindre Sts., M. C.<br>G. T. and C. P. R. R.     | No. 10 Lauderdale Ave. Junction to<br>Campbell, P. M. Wabash &<br>Union Belt. |
| No. 5. Campbell Ave. and Union Belt<br>Ry., Wabash and P. M. R. R. |   |

In addition to unequalled service, they offer you reduced insurance  
because of their fireproof construction. Negotiable warehouse receipts  
issued.

## DETROIT, MICH.



## MEMBERS

American Warehousemen's Association  
National Furniture Warehousemen's Association

J. D. DUNN  
President & Treasurer

R. CROUL DICKINSON  
Vice-President

O. H. BREAUULT  
Secretary

## STORAGE—REMOVALS—PACKING—SHIPPING

### "SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

## RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.

DETROIT, MICHIGAN

## GRAND RAPIDS, MICH.

### Largest Commercial Warehouse in Western Michigan

Located within four blocks of  
all principal freight depots

Instant Service. Merchandise Warehouse only. Only warehouse in Grand Rapids operating our own transfer business in addition to the warehouse. We operate 36 horse drawn vehicles and 12 motor trucks. Shipments made same day orders are received. Pool Car Distribution. Private R. R. Siding. Free Switching. Michigan Central R. R.

COLUMBIAN STORAGE & TRANSFER CO.  
GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

E. R. McCoy, Gen. Mgr.

### Kent Storage Company

General Merchandise Cold Storage

Storage—Reforwarding—  
Distributing

Members—American Chain of Warehouses  
American Warehousemen's Assn.  
Front Ave. and Pennsylvania Tracks

## GRAND RAPIDS, MICH.

### Elston Packing & Storage Company

Wealthy Street and Charles Avenue, Grand Rapids, Mich.  
Fireproof and Non-Fireproof Warehouses  
100,000 Square Feet

Storage—Moving—Packing—Shipping  
M. C. RR.—N. Y. C. RR.—G. T. RR.—Penn. RR.—C. L. P. RR.—Mich.  
Elec. RR.

The Men Who Distribute

### Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

Pluck and Business  
Enterprise  
All in One Word  
"Advertise"



**GRAND RAPIDS, MICH.**



**Headquarters for  
Numberless Economies**

You will find on investigation that it costs less to do business in the Michigan territory by making use of the extensive warehousing facilities of RICHARDS.

We have 12 fireproof warehouses in Grand Rapids, completely equipped and carefully classified for the storage of practically every known commodity.

*Write us about economies!*

**RICHARDS STORAGE CORP.**

Michigan, Ottawa and Ionia Aves.  
Grand Rapids Mich.  
Branches at Muskegon and Kalamazoo

**LANSING, MICH.**

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG-TRUNK-SILVER VAULTS**

WE KNOW HOW  
440 No. Washington Ave.

**SAGINAW, MICH.**

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office  
N. Michigan Ave.

**SAULT STE. MARIE, MICH.**

**Booth Bros. Transfer & Storage**

Local and Long Distance Hauling

Storage of Household Goods and Merchandise

Office, 621 Bingham Ave., on Terminal Track  
Sault Ste. Marie, Mich.

**DULUTH, MINN.**

Established 1892

Thirty-Two Years of Experience

**DULUTH VAN & STORAGE CO.**

18 Fourth Avenue, West

Modern Storage Facilities for  
Household Goods & Merchandise

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks—No Switching Charge

**GRAND RAPIDS, MICH.**

**Western Michigan  
Transfer & Storage Co.**

Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

**KALAMAZOO, MICH.**

**HASTINGS TRUCK CO.**

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all  
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

**KALAMAZOO, MICH.**

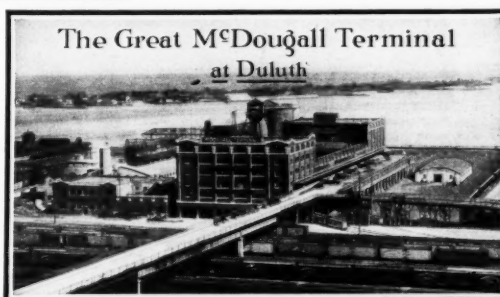
**THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN**

Private Siding. Free Switching Service.  
Moving—Packing—Storage

**NATIONAL STORAGE COMPANY**

Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

**DULUTH, MINN.**



**Lower Distributing Costs  
to the Northwest**

Duluth is your economical distributing point to this most prosperous section in the United States.  
Ten Railway Systems covering the entire Northwest practically radiate from our Terminal.

Free Deliveries to our docks from all Boat Lines  
and on all freight routed "Lake and Rail."

10c Insurance rate. Fireproof concrete warehouse.

350,000 sq. ft. General Storage. 1,000,000 cu. ft. Cold Storage.

"Trap car" service during navigation season. Less cartage. No Demurrage.

Storage Concentrating Cold Storage  
Distribution Forwarding Financing  
Wholesaling, Manufacturing and "Branch Office" space.

Get your merchandise into our Terminal now during navigation season and avoid paying all-rail rates during winter months.

**MCDUGALL TERMINAL WAREHOUSE COMPANY, DULUTH**  
G. R. STEVENSON, Manager Storage Dept.

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**  
14 EAST MICHIGAN ST.  
STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE  
**POOL CAR DISTRIBUTORS**  
*Located on Terminal Tracks No Switching Charge*

## MINNEAPOLIS, MINN.

When you think of Minneapolis, think of  
**BOYD**

THE  
REASON  
WHY

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.  
Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.  
Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul.  
Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.  
Net Resources over \$475,000.00.  
Thirty-five Years' Experience.

**The Boyd Transfer & Storage Co.**  
*"Specializing in the Care of Household Goods"*

## MINNEAPOLIS, MINN.

**Cameron**  
**TRANSFER & STORAGE CO.**

734-758 Fourth Street North

Distributing and Warehousing Merchandise  
and Household Goods

Conveniently located in business district.  
Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service  
Local and Long Distance Hauling

## MINNEAPOLIS, MINN.

**KEDNEY WAREHOUSE CO.**

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A. C. W. C. Minn. W. A.

The Men Who Distribute  
**Gulf Lubricants**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## MINNEAPOLIS, MINN.

**MURPHY**

**Transfer & Storage Co.**

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

## MINNEAPOLIS, MINN.



**Skellet of Minneapolis**

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

**SKELLET COMPANY**

Main Office

201 South Fifth Street

Minneapolis, Minn.

We operate Ballard Company in St. Paul

## ST. PAUL, MINN.

St. Paul

Minn.

**BALLARD**

**FIREPROOF STORAGE & TRANSFER CO.**

*Distributors and Handlers of  
HOUSEHOLD GOODS*

The Men who Distribute  
**"Jello"**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index.

ST. PAUL, MINN.



# **CENTRAL WAREHOUSE COMPANY**

MERCHANDISE STORAGE and DISTRIBUTION

**Saint Paul Midway Minneapolis**

Where One Stock Serves the Twin Cities and Northwest  
At the Junction of Nine Railroads  
L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground

Six Miles of Trackage

**Served by Our Own Electric Locomotives**

Motor Trucks for Local Deliveries

Your Patrons in the Northwest

**Desire Quick Service**

**Let Us Help You Give It to Them**

MERCHANDISE BONDED and COLD STORAGE  
INDUSTRIAL SITES

Shipping Station  
Minnesota  
Transfer,  
Minn.



Members  
A. W. A., C. W. C.,  
M. W. A.

Represented by—

**DISTRIBUTION SERVICE, INC.**

100 BROAD ST. 427 W. ERIE ST. 625 THIRD ST.  
NEW YORK CITY CHICAGO SAN FRANCISCO  
Phone B.O. 5100 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses  
Located at Strategic Distribution Centers

ST. PAUL, MINN.

# **FIDELITY STORAGE & TRANSFER Co.**

HIGH GRADE STORAGE ACCOMMODATIONS

Office, 331 Wabasha Street, Corner Fourth St.  
Pooled Cars Distributed, Three Track Warehouses,  
Merchandise and Household Goods

ST. PAUL, MINN.

# **Kedney Warehouse Co.**

9th & Broadway—on G. N. & Burlington

Merchandise Storage and Distribution

Moving, Packing and Shipping  
Household Goods

Members A. W. A., Minn. W. A.

ST. PAUL, MINN.

# **ST. PAUL TERMINAL WAREHOUSE COMPANY**

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

Merchandise Storage and  
Distribution

ST. PAUL



JACKSON, MISS.

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**Storage & Distributing Company**  
BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods  
Storage and Distributing

Modern Brick Buildings

Private Siding I. C. R. R.

Motor Truck Service

Members: American Warehousemen's Ass'n  
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# **Tonnies Transfer & Storage Co.**

1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

**PACKING—STORAGE—SHIPPING**

KANSAS CITY, MO.

Members  
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Chamber Commerce, United States

# **A-B-C Fireproof Warehouse Co.**

Four Fireproof Warehouses

Pool Car distribution of Household Goods and Auto-  
mobiles. The location of our four fireproof ware-  
houses is convenient to all parts of the city's residen-  
tial districts. Your Kansas City shipments consigned  
in our care will be handled with a degree of prompt-  
ness and intelligence that will safeguard your own  
interests and give an added confidence to your cus-  
tomer. Your interests are always safeguarded.

A-B-C and Kansas City are synonymous  
Think of either and you think  
of the other

KANSAS CITY, MO.

# **Adams Transfer & Storage Co.**

228-236 West 4th Street, Kansas City, Mo.

RESPONSIBLE RELIABLE REASONABLE

Located in the Heart of the Wholesale District

Merchandise Storage Low Insurance Rates

Pool Car Distribution, Freight Forwarders and  
Distributors, City Delivery Service Covering  
City Twice Daily

Members: National Chamber of Commerce—Kansas City Cham-  
ber of Commerce—American Warehousemen's Association  
Traffic Club of Kansas City—American Chain of Warehouses.

The Men Who Distribute

# **Climalene**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## KANSAS CITY, MO.

Location Plus Service Builds  
Business for You

## Central Storage Co.

45 Years of Distribution Service  
1422 ST. LOUIS AVE.



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Consign to our Bonded Fireproof Warehouse

## HITE BROTHERS

STORAGE AND TRANSFER COMPANY  
31st and Highland, The heart of the residential district  
RECEIVING, PACKING, SHIPPING  
AND  
STORING, MOVING, DISTRIBUTION  
OF HOUSEHOLD GOODS AND MERCHANDISE

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Every facility for  
the distribution of  
pool car mer-  
chandise, insuring  
a service only  
comparable with  
the best to be had.

1900 Central St.  
Kansas City Missouri

L. J. KISSICK  
President

J. H. KISSICK  
Vice-President



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Ship Your Pool Cars to Us and Save 25 to 50  
Per Cent

No drayage charges on shipments moving beyond Kansas City. All cars handled in our house, thus eliminating damage by exposure to weather incident to handling at open air docks owned by railroad companies. The only charge to the shipper is a nominal fee for handling and checking car, unless shipper assumes cost of cartage on local deliveries from car.  
Fireproof warehouse—reinforced concrete. 120,000 sq. feet available. Automatic Conveyor System. Free Switching, usual absorptions. Transit Rates and Privileges. Negotiable receipts issued. Universal Trap Car to all steam roads, eliminating drayage on "out of town" shipments. Real Service.

Write for rates on "Pool Cars" or Merchandise Storage.

**RADIAL WAREHOUSE COMPANY**  
KANSAS CITY, MISSOURI  
General Office, 403 N. Y. Life Bldg.

If Your City Isn't  
Represented Here

Put it on the shippers' map by  
inserting your card in this space.

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## A R R O W

Fireproof Storage & Moving Co., Inc.  
4116 N. UNION BLVD.

CONCRETE CONSTRUCTION  
FIREPROOF WAREHOUSE  
FOR FURNITURE

Merchandise Storage and Distribution

Bonded Warehouse On Terminal Switch For Car Lots  
ST. LOUIS, MO.

## ST. LOUIS, MO.

## Merchandise Storage

We beg to announce  
the opening of our  
new 2-acre ware-  
house on tracks with  
modern facilities for  
handling merchan-  
dise storage. Corre-  
spondence is invited

## General Warehousing Co.

Delmar at Euclid

ST. LOUIS, MO.

## ST. LOUIS, MO.

## BEN A. LANGAN

### FIREPROOF STORAGE CO.

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Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled  
Your Interests Will Be Safely Guarded

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ST. LOUIS CHAMBER COMMERCE

**S. N. LONG WAREHOUSE**  
Ninth and Gratiot Sts. St. Louis, Mo.

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The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



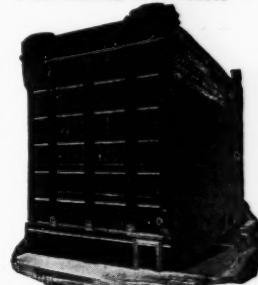
**Pennsylvania Terminal Warehouse Co.**  
of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

OMAHA, NEB.  
& COUNCIL BLUFFS, IOWA

State Bonded Warehouses

Complete equipment, manned by capable, experienced crews, captured by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.



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"Gets There Regardless"

**Transfer & Storage Co.**

Local Shipments Efficiently Handled by 17 Trucks  
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Fireproof Warehouse  
Moving Packing Shipping



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813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

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Pool Car Distributor

STORAGE—FURNITURE HAULING, LIGHT & HEAVY  
MERCHANDISE TWO WAREHOUSES  
Private Railroad Siding  
All Railroad Connections

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16TH & LEAVENWORTH, OMAHA, NEBR.

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VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Sioux City, Iowa.  
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Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
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OMAHA, NEBR.

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**Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

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Central Warehousemen's Club.  
National Furniture Warehousemen's Association.



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**OMAHA'S LARGEST  
MERCHANDISE WAREHOUSE**

offers to the Storing Public the IDEAL warehouse and distributing service in the middle west.

We have the location, facilities and equipment to properly handle your products; add to these personal attention and your warehouse problem is solved.

*The Omaha Storer*

**MERCANTILE**  
**Storage & Warehouse Company**

**OMAHA**

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Merchandise Storage and Distribution — Pool cars solicited  
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

**SERVICE THAT SATISFIES IS OUR MOTTO**

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CENTRALLY LOCATED

POOL CAR DISTRIBUTION

MERCHANDISE STORAGE AND TRANSFER

IMPLEMENTS STORAGE AND TRANSFER

COMPLETE HOUSEHOLD GOODS SERVICE

WE RECIPROCATE.

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Reference any bank in our city

**Anderson's Express & Storage**

Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of  
Household GoodsMerchandise Storage and Distribution—Pool Cars, Heavy Duty  
Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

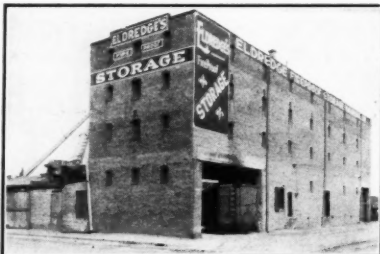
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Fireproof Storage Warehouse

Storage, Parking, or Shipping of Household Goods.  
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Long distance hauling. Reference any bank our city.

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Goods and  
Merchandise  
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Phone 108

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C. S. &amp; E. J. ZEIGLER, Proprietors

**The Park Storage Warehouse Co.**

Main Office and Warehouse:

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**Storage, Moving, Packing and Shipping**

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Member: N. F. W. A. &amp; N. J. F. W. A.

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**MANUFACTURERS' DISTRIBUTORS**Direct delivery service throughout Philadelphia  
and Camden—: : Correspondence solicited.

Address

**TROTH TRUCKING & WAREHOUSE CO.**

Office—5th and Byron Streets, CAMDEN, N. J.

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Established 1870

**COYNE STORAGE WAREHOUSES**

349 Main St.

36 No. Clinton St.

STORING

MOVING

PACKING

Household Goods

Member of N. F. W. A.—N. J. F. W. A.

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**JACOB DIETRICH**Storage, Moving, Packing and Shipping  
Oranges and Maplewood—Padded Motor VansMy satisfied customers cover a period  
of over 30 years. Shipments solicited.

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**Lincoln Storage Warehouses**

FIREPROOF

NON-FIREPROOF

MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

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"Where Promise Means Performance"

**Meadowbrook Storage Warehouse Co.**

Successors to

WATSON'S FIREPROOF STORAGE WAREHOUSE

195-201 McKINLEY AVE.

EAST ORANGE, N. J.

## EAST ORANGE, N. J.

Est. 1907

**The Orange Storage Warehouse**

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Packing—Crating—Shipping

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**GEO. B. HOLMAN & CO., Inc.**

STORAGE

SHIPPING

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HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local &amp; Long Distance Hauling

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The Men Who Distribute

**Scott's Emulsion**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



**JERSEY CITY, N. J.**

Members: N. J. F. W. H. A.  
National F. W. H. A.

**Goodman Warehouse Corporation**

830 Bergen Avenue, Jersey City, N. J.  
Most Modern Fireproof Warehouse in the State.  
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**LONG BRANCH, N. J.**

**James Calkins & Co.**

Storage Warehouse

Storage, Packing and Shipping of Household Goods  
Distribution of General Merchandise  
Pool Car Distribution  
Direct R. R. Siding—N. Y. & L. B. R. R.

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**THOMAS H. GIBBS**

STORAGE, PACKING, SHIPPING of FINE  
HOUSEHOLD GOODS

ORANGES Motor Truck Service—Serving CALDWELL BLOOMFIELD

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PRIVATE DOCK

RAIL FACILITIES

**COMMERCIAL WAREHOUSES**

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NEWARK, N. J.

**NEWARK, N. J.**

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A. W. A.  
N. J. M. W. A.

Merchandise Storage

**NEWARK, N. J.**

**JOS. J. KROEGER**

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving  
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**NEWARK, N. J.**

**Lehigh Warehouse & Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
General Merchandise

Lehigh Valley Siding

Motor Trucks for Local and  
Long Distance Work

Members: American Warehousemen's Ass'n



**NEWARK, N. J.**

Fine,  
Clean,  
New,  
H H G  
Vaults.  
Central  
Location.  
Equip-  
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for  
handling  
your  
consign-  
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promptly  
and  
intelli-  
gently.



**Knickerbocker Storage Warehouse Company**

Newark's Leading Warehouse

96 to 106 Arlington Street

John Mulligan, Pres.

Wm. Mulligan, Vice-Pres.

James E. Mulligan, Sec. and Mgr.  
MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR  
EQUIPMENT

Member N. F. W. A. and N. J. F. W. A.

**NEWARK, N. J.**

**TRUCKING WAREHOUSING SHIPPING**

**PASSAIC  
TRANSPORTATION  
COMPANY**

OFFICES

57 Freeman Street, Newark, N. J.

**General Merchandise Storage  
and Forwarding**

Capacity, 1000 Cars

Fireproof Brick and Concrete  
Buildings

Railroad Sidings

CENTRAL RAILROAD OF N. J.

Dock Facilities

PASSAIC RIVER

Warehouse Receipts Issued

City Deliveries.

Long and Short Distance Hauls

Low Insurance Rates on Application

Regular Deliveries of Merchandise between  
New York, Newark and Phila.

NEWARK, N. J.



# Distribution

—Solving the Problem  
at the great

## KENNA TERMINAL

To get the goods we manufacture from where they are made to where they are wanted, most speedily, directly and economically and with least handling—that is what we must accomplish if we are to serve humanity and industry adequately and profitably.

Enterprising financiers and great corporations have taken a hand in trying to solve this problem of distribution.

### Six Million People Within Ten Miles

In all parts of the country efforts have been and are being made to meet local conditions. Here, in the most congested area in the country—the great metropolitan district, with its 6,000,000 or more people within a radius of 10 miles, and its 17,000,000 within 100 miles—that task of distributing goods we manufacture as well as the goods from all over the world, which we use—has become most acute. Here the problem reaches its peak. And here it must be met.

New York and Newark with their port developments have helped mightily, but outstanding among the developments of the past few years is the conversion of the U. S. Army Supply Base, created during the late war because of its strategic position for storage and distribution to all ports of Eastern United States and to foreign ports as well—into a great terminal for warehousing, light manufacturing and distributing.

### Covering Eastern States

Kenna Terminal, as it is now known, affords facilities unequalled for the distribution of merchandise—not only to Manhattan, but to the entire East—not only by train and boat, but by motor truck.

All the great trunk line railroads entering the Port of New York converge in Newark. There are three break-up yards in the immediate vicinity of Port Newark, and four more within a five mile radius.

Over 85 per cent of the rail traffic entering the Port of New York passes through Newark and eventually reaches New York piers by means of lighterage.

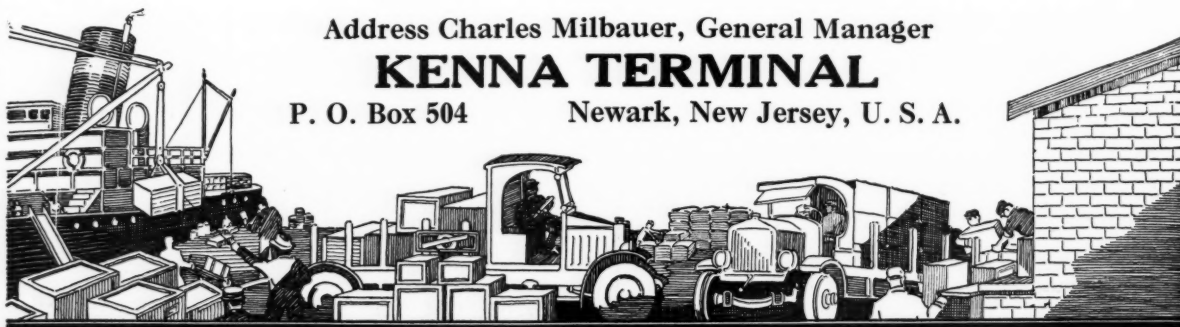
*Further Facts, Maps, Diagrams, etc., on request.*

Address Charles Milbauer, General Manager

## KENNA TERMINAL

P. O. Box 504

Newark, New Jersey, U. S. A.



**NEWARK, N. J.**

T. L. MORTON, Manager

**MODEL STORAGE WAREHOUSES**

54-56 Belleville Ave.

FIREPROOF STORAGE

EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD

GOODS

YOU KNOW—WE KNOW HOW

Members:

New Jersey F. W. A. National F. W. A.  
American W. A. Canadian S. W. A.

**PATERSON, N. J.**

**THE SAFETY STORAGE CO.**

Two Modern Fireproof Warehouses for Storage of Household Goods and Merchandise

Carload Distribution

**MOVING PACKING SHIPPING**  
**MOTOR TRUCK SERVICE**

Peter J. Christie, Manager

Principal Office: 41-43 Governor St., Paterson, N. J.  
Telephone 2288 Paterson

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*"In the Heart of Industrial Trenton"*

1/4 mile to either P. R.R. or Reading depots.

Storage, Distribution and Pool Car handling.

We serve the Manufacturer, Jobber, Dealer and individual with prompt and courteous attention. Best equipped Warehouse in New Jersey's Capital. Rates surprisingly low.

Service, "The kind that satisfies."

*We solicit your business*

**Anchor Warehouse Co., Trenton, N. J.**

No. 1 New York & Olden

No. 2 Muirhead Avenue

**TRENTON, N. J.**

**Petry Express & Storage Co.**

(INCORPORATED)

STORAGE WAREHOUSES

MERCHANDISE and HOUSEHOLD GOODS

MOVERS—PACKERS—SHIPPERS

MOTOR VAN SERVICE

Carloads Distributed.

Manufacturers' Distributors.

Members—A. W. A.—N. F. W. A.

**TRENTON, N. J.**

**Jefferson  
Safety Storage Warehouse Co.**

TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.; adequate space; fully protected by sprinkler system; city and suburban deliveries.

**MAY WE SERVE YOU?**

**ALBANY, N. Y.**

Established over 60 years

**TRUCKING  
TRANSFERRING  
FORWARDING**

**FRASER & KELLY**  
594 Broadway  
Opposite Union RR. Station  
**NO STORAGE**

**Best Daily Delivery Service in Albany**

**ALBANY, N. Y.**

**Albany Terminal & Security  
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

*Member of American Chain of Warehouses.*

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(Incorporated)

Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station  
DIRECT RAILROAD SIDING

Pool Car and Local Distribution of Merchandise, Storage, Packing, and Shipping of Household Goods. Long Distance Moving. Special Equipment for Heavy Hauling and Rigging.

**BINGHAMTON, N. Y.**

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*Moving — Trucking — Storage*

Long Distance Moving

Member of Chamber Commerce  
N.F.W.A.

Phone—1366

Office: 178 State Street

**BROOKLYN, N. Y.**

*Our 29th Year*

**Chas. E. Bowman Co.**

**Modern  
Storage Warehouses**

**Storage—Household Removals  
Packers and Shippers**

*Consign your Brooklyn Shipments  
in our care—Wallabout Terminal.  
We make prompt collections and re-  
mit upon receipt of Bill of Lading.*

**468-470-472 Pulaski Street  
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Member of National Furniture Warehousemen's Association  
Member of N. Y. Furniture Warehousemen's Association  
Member of Van Owners Association of Greater New York



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**We Specialize on  
Shipments from Correspondents**

Call on us at any time for any class of work. We can handle collections for you carefully and quickly. Our strictly fireproof building is ideally equipped for storage of household goods and valuables. We pack goods for shipment. We render our many clients a special service. Our fleet of electric and gasoline vans insures you deliveries immediate and safe. If you need any special service call on us.

**EAGLE WAREHOUSE and STORAGE COMPANY**  
28 to 44 Fulton St., Brooklyn, N. Y.

## BROOKLYN, N. Y.

*15 Years with Pioneer Warehouses*

**Franklin Fireproof  
Warehouses, Inc.**

73 Rockwell Place  
Brooklyn

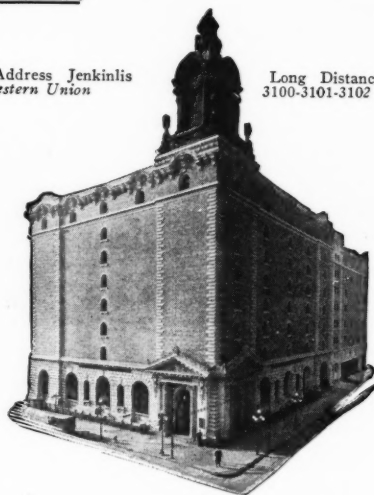
B. F. LENIHAN, Pres.

Members N. F. W. A. and N. Y. F. W. A. and N. Y. S. W. A.

## BROOKLYN, N. Y.

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The New Addition to our Warehouses—contains every latest improvement for the care and security of Household Effects. Our Warehouse contains Safe Deposit and Silver Vaults, Cold Storage for Carpets and Furs; Steel Removable Van Bodies for the Storage of Furniture and for house to house removals; Lift Vans for city to city Re-

movals and the lowest Fire Insurance Rate in New York City. To save delay for consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

**Absolutely Fireproof**

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Nostrand and Gates Avenues

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Established 1890

**When Shipping Your Household  
Goods**

To or From Brooklyn

Have It Done Right—And Right Means By

**HARRAGAN'S  
Storage Warehouses, Inc.**

**Storing—Packing—Moving—Shipping**

244-246 Havemeyer Street

Brooklyn, N. Y.

**Mark Goods in Our Care, Eastern District Terminal, Brooklyn**

POOL CARS DISTRIBUTED

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**McNally Bros., Inc.**

Established 1888

Storage Warehouse

Motor Van Service

A capable and efficient organization at your service to handle your consignments of household goods.

Three modern warehouses.

Railroad siding.

Our own fleet of motor vans and trucks.

Thirty-seven years shipping and receiving.

Expert service in connection with export shipments.

Goods consigned to us will receive the attention you expect.

Consign all shipments to Bush Terminal.

**87 34th St. Bush Terminal  
Brooklyn, N. Y.**

**Pluck and Business  
Enterprise  
All in One Word  
"Advertise"**

BROOKLYN, N. Y.

Established 1889



**"Charley" Strang's  
Montauk Storage Company**

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Consign your shipments in our care for Brooklyn,  
Long Island and all Suburban Points.

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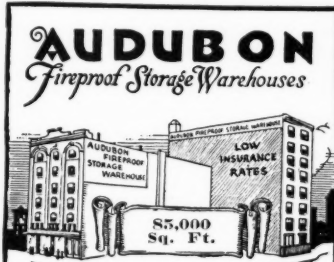
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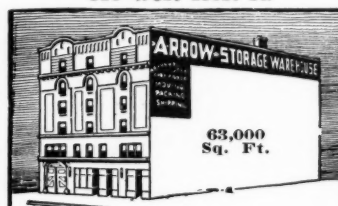
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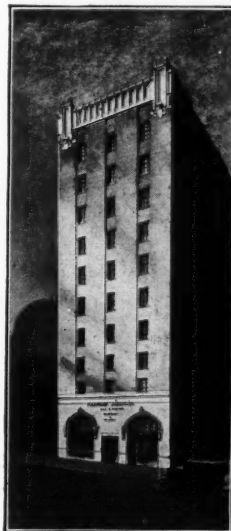
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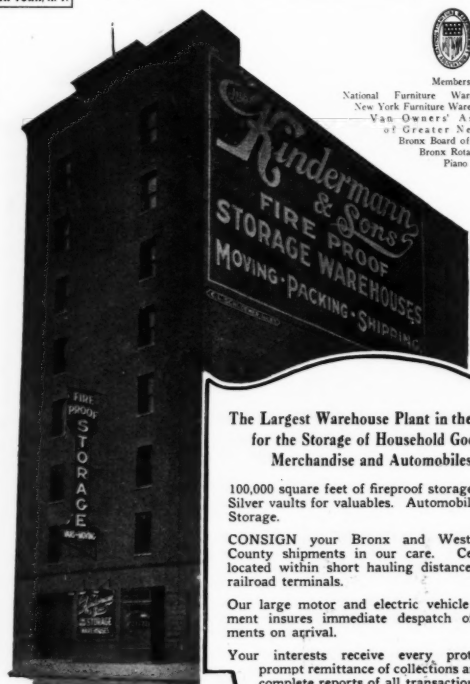
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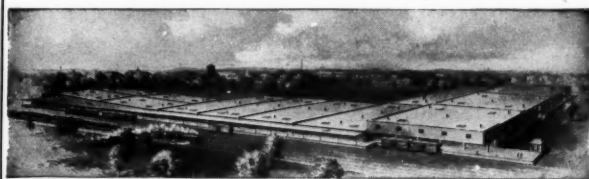
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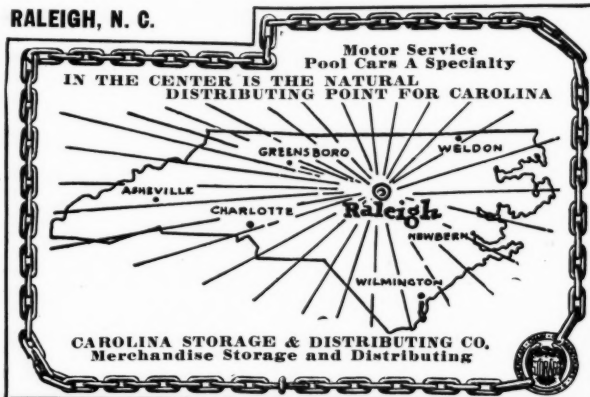
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5th & B. & O. So. West, Canton, Ohio

General Merchandise and Household Goods. Storage.  
Distributing. Forwarding. Pool Cars. Private Siding  
B. & O. R. R. We specialize in pool cars. Members  
A. W. A.

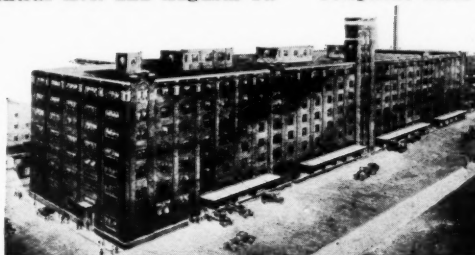
The Men Who Distribute

**"Skat"**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CINCINNATI, OHIO

**Cincinnati Terminal Warehouse Co.**  
Central Ave. and Augusta St. Telephone Main 106



**Largest Fireproof Warehouse in Ohio.**  
7,500,000 cu. ft. Genl. Stg. 1,500,000 cu. ft. Cold Stg.  
Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

CINCINNATI, OHIO

**STORAGE**  
**Warehousing and Distributing**

CAPACITY OVER 300,000 SQ. FT.  
Sprinkler System.

**Low Insurance Rate**

Railway siding.

Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US  
ARE READILY NEGOTIABLE FOR CASH

**The Cincinnati Tobacco Warehouse Co.**

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

CONSIGN YOUR HOUSEHOLD GOODS TO

**The "Al" Naish Moving & Storage Co.**

3207-13 Madison Road, Oakley

Cincinnati, Ohio

FIREPROOF STORAGE WAREHOUSE

SERVING GREATER CINCINNATI

OAKLEY, HYDE PARK

LONG DISTANCE MOVING A SPECIALTY

**Dreadful Economy**

"Never Venture, Never Win"

We All Well Know the Saying;

Our Trouble's with That Word "**Begin**"

For That of Course Means **Paying**—

Pop.

## CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;  
R. W. Pagels, Treasurer.

**The Fred Pagels Storage Co.**

Fireproof and Non-Fireproof

Business Established in 1867 and built up by  
**A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

MAIN OFFICE  
937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**

222 and 224 East Front Street

Member of { American Warehousemen's Assn.,  
American Chain of Warehouses

## CINCINNATI, OHIO

**THE ZEIGLER SCHAEFER COMPANY**

(Inc'P'd.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

## CLEVELAND, OHIO

**THE CLEVELAND STORAGE CO.**

Incorporated 1884

REASONABLE

RELIABLE

RESPONSIBLE

**Merchandise Storage and Distribution**

3 Warehouses—Private Siding—C., C., C. & St. L. R.R.  
Conveniently Located in Business and Shipping District

**LOW INSURANCE RATES**

Offices: 619 Guardian Bldg.

## CLEVELAND, OHIO

**Mercantile Storage and General Trucking**

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

**THE CURTIS BROS. TRANSFER COMPANY**  
Cleveland, Ohio

## CLEVELAND, OHIO

**Ship Your Cleveland Freight**

Direct care the Gregg Cartage & Storage Co.  
Freight to and from Depots.

Storage and Delivery on Request.  
Distribution of Samples, Packages and Circulars.

**THE GREGG CARTAGE & STORAGE COMPANY**  
Storage and Warehouse, 633 Huron Road, CLEVELAND, OHIO

## CLEVELAND, OHIO

**Interstate Terminal Warehouses, Inc.**

1200 West 9th Street.

Telephone Cherry 4170



**The Only Cold Storage in Cleveland on Railroad Tracks.**

3,500,000 cu. ft. Genl. Stg.

1,500,000 cu. ft. Cold Stg.

Operated by National Terminals Corporation.  
(See our advertisement on front inside cover page.)

## CLEVELAND, OHIO

**The Knickerbocker Storage Co.**

7724 Detroit Ave., Cleveland, Ohio

**HOUSEHOLD STORAGE**

Moving

Packing

Shipping

Member American Warehousemen's Assn.

## CLEVELAND, OHIO

MEMBERS A.W.A. O.W.A.

**LEDERER**  
*SERVICE*  
**TERMINAL**

**BUILDS BETTER BUSINESS**  
MERCANTILE WAREHOUSING AND DISTRIBUTING

## E. CLEVELAND, O.

Others as Good



But None Better

See page 362 1926 Directory

CLEVELAND, OHIO



Conference Room for Patrons at Blue Rock

The storage business is no different from other businesses—the public expects more of it in 1926 than it did in 1925. We're meeting expectations at Blue Rock!



## The LINCOLN STORAGE Co.

Main Office: 5700 Euclid Ave., Cleveland, O.  
Depositories at 5660-5704 Euclid Ave. and 11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.  
W. R. THOMAS, Vice-Pres.  
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—11201 Cedar Ave., on the N. Y. C. Belt Line connecting with all R. Rs. entering Cleveland. L. O. L.—Penna., Euclid Ave. Sta. adjoining our Euclid Ave. Warehouse. Other R. Rs. to Cleveland, Ohio.

Member: N. F. W. A., A. W. A., and C. F. W. A.

CLEVELAND, OHIO

## THE SCOTT BROS. Fireproof Storage Co.

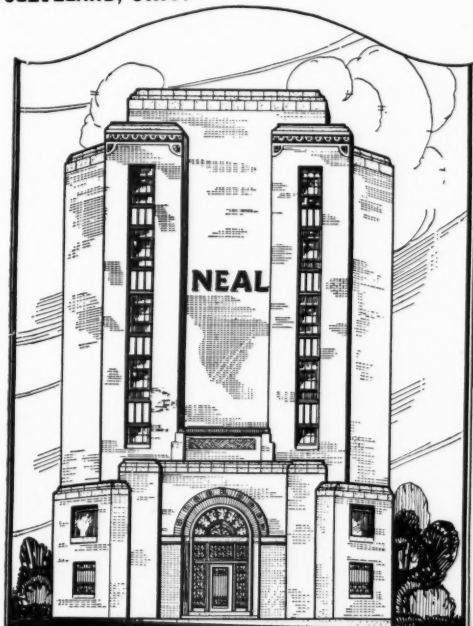
1838-40 East 55th Street

"GREAT  
SCOTT!  
THAT'S  
SERVICE"

MEMBERS

[Cleveland Furniture Warehousemen's Association.]  
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO.



# NEAL

*Offers You City Wide Service  
On Shipments into Cleveland  
Territory*

Warehouses in the main sections of the city, covering closely the West Side and Lakewood—the East Side—East Cleveland and the Heights.

Our new West Side-Lakewood Branch, with private switch, enables us to receive and handle your forwarding shipments—easily, quickly and economically. Consign your next shipment in our care. Personal attention given to every detail.



*The* **NEAL FIREPROOF STORAGE CO.**  
CLEVELAND

**MOVING**

**SHIPPING**

**STORAGE**

A. W. NEAL, Pres.

W. R. KISSICK, Sec'y

C. J. NEAL, Vice-Pres. and Treas.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING



## COLUMBUS, OHIO

**The W. Lee Cotter Warehouse Company**

32 East Swan St.

*Merchandise Storage and Distribution**Motor Freight Service*

Member A. W. A., O. W. A.

## COLUMBUS, OHIO

Consign H. H. G. to

**EDWARDS at Columbus**

Edward's Service guarantees the shipper all that he expects.

PACKING STORAGE  
LOCAL and LONG DISTANCE  
MOVING**The Edwards Transfer & Storage Company**

Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

## COLUMBUS, OHIO

Safety First

**The Fireproof  
Warehouse & Storage Company**1018-30 North High Street  
Columbus, Ohio**TRANSFERRING — STORING — PACKING**

"We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO.

**The Merchandise Storage Company**

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## COLUMBUS, OHIO

**If You Knew** How much of the money you spend in advertising and sales campaigns was a total loss because your competitor gets the business by making immediate delivery—

*You would find it pays to carry a spot stock with us in Columbus!*

General Storage and Merchandise Distributors

**THE OHIO WAREHOUSE CO.**

544-560 Park St. South

Columbus, Ohio

## COLUMBUS, OHIO

**The Security Storage & Power Co.**

COLUMBUS, OHIO

Lowest Insurance Rate in Columbus, 21c.  
General Storage Distribution

## DAYTON, OHIO

**THE UNION STORAGE CO.**

U. S. BONDED

BAINBRIDGE, BACON &amp; STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

*"Across the Hall—Across the Continent"*

Consign Cleveland—Lakewood Shipments to

THE

**Lakewood Fireproof Storage Company**

14401 Detroit Avenue Lakewood-Cleveland, Ohio

*Only Warehouse in Lakewood*

## MANSFIELD, OHIO

**The W. Lee Cotter Warehouse Company**

40 W. Third St.

*Household Goods and Merchandise Storage**Fireproof Warehouse**Motor Freight Service*

Member N. F. W. A., A. W. A.

## MARION, OHIO

**PADDOCK  
Transfer & Storage Co.**

ESTABLISHED 1889

Our central location, complete equipment and our earnest desire to have only satisfied customers insures excellent service in:—

**STORAGE** For household goods  
and merchandise.

**MERCHANDISE  
DISTRIBUTION**

**SHIPPING & PACKING**

**MOVING**

(Locally and long distance)

MARION, OHIO

## MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

SPRINGFIELD, OHIO

Member A. W. A., O. W. A.

## HODGE STORAGE & CARTAGE CO.

Merchandise Storage and Distribution  
Pool Cars Solicited

Private Siding on Pennsylvania Railroad  
Free Switching from Other Lines Entering Springfield

SPRINGFIELD, OHIO

## Springfield, Ohio Shipments!

Bill Through

## WAGNER

Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Complete facilities for Pool Car Shipments.

Light and Heavy Motor Truck Service for City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

Door to Door Delivery in Dayton—Springfield—Columbus  
Daily Freight Service at Freight Rates

TOLEDO, OHIO

## The W. Lee Cotter Warehouse Company

201 Cherry St.

Merchandise Storage and Distribution  
Excellent Service

Member A. W. A.

TOLEDO, OHIO



### "SHIP TO TOLEDO AND CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.

Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

## THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Member—The National Furniture Warehousemen's Ass'n

TOLEDO, OHIO

## HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

## The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

## Let "RATHBUN" Do It

## THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

Storage of Household Goods, Pianos and  
Merchandise

Members Nat'l F. W. Asso.

TOLEDO, OHIO

## Yount's Cartage & Storage Co.

615 Monroe St. Toledo, Ohio

Moving, Packing, Crating and Storage.

Pool Car Distribution.

Send Us Your Next Shipment.

We Believe in Reciprocity.

Established 1890.



YOUNGSTOWN, OHIO

## THE WM. HERBERT & SON CO

EST. 1887

CRATING — PACKING — MOVING

STORAGE

YOUNGSTOWN, OHIO

CHICKASHA, OKLA.

## Rock Island Transfer & Storage Co.

Merchandise Pool Cars Distributed

Logical Distributing Point of the South West Territory  
Chickasha, Okla.

MUSKOGEE, OKLA.

## Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods

Stored—Pool Cars Distributed

Railroad Siding.

OKMULGEE, OKLA.

## HAL GRIFFIN, THE TRANSFER MAN

Hauling, Storing and Shipping

Distribution Service

West Third between Frisco and Okmulgee Northern R. R.

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

## TULSA, OKLA.

**Tulsa Storage & Transfer Co.**

Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

## PORTLAND, ORE.

16th &amp; Sandy Blvd., Portland, Ore.



MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Tacoma, Wash.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## PORTLAND, ORE.

**Oregon Transfer Company**

Established in 1848

474 Glisan Street

Portland, Oregon

U. S. Bonded and Public Warehouses

Storage, Distribution and Forwarding  
Specialists

Largest Warehouse and Transfer Organization in Pacific Northwest. We own our buildings and equipment.

## ALLENTOWN, PA.

**Diehl Storage Warehouse Co.**

Established 1868

Investment \$200,000.00

Local and Long Distance Hauling  
PACKING - CRATING - SHIPPING  
COMMERCIAL STORAGE 226 - 230 N. 8th Street  
HOUSEHOLD STORAGE ALLENTOWN, PA.  
AUTOMOBILE 400 Rooms Under Lock Bell 2653

## ALLENTOWN, PA.

**C. A. Dorney Storage Warehouse Co.**  
Warehouse—Race & Linden Sts. Office—612 Hamilton St.

General Storage

Household Goods Merchandise  
Distribution Forwarding

Direct switch connection Lehigh Valley R. R.  
Automatic Sprinkler System

## BETHLEHEM, PA.

**L. and N. E. Terminal Warehouse Co.**

SPACE FOR ALL KINDS OF GOODS  
COLD STORAGE—MERCHANDISE—HOUSEHOLD GOODS  
CENTRALLY LOCATED TO SERVE  
ALLENTOWN—BETHLEHEM—EASTON  
AND ADJACENT TERRITORY  
(P. O. Bethlehem)

## BETHLEHEM, PA.

## ALLENTOWN, PA.

**F. G. LAZARUS**  
**20th Century Storage**

Moving, Storing, Packing, Crating, Shipping  
of Household Goods and Merchandise  
Direct R. R. Siding Lehigh Valley.

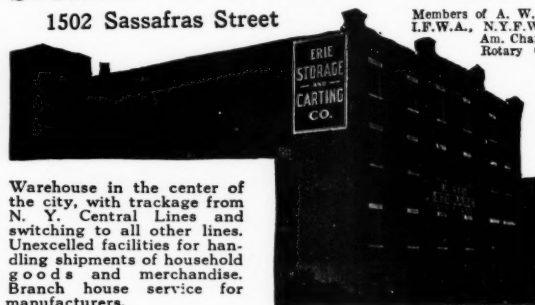
## CHESTER, PA.

Headley's  
Express & Storage Co., Inc.  
General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

## ERIE, PA.

**ERIE**  
**STORAGE & CARTING COMPANY**  
1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y.F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

## ERIE, PA.

**Erie Warehouse Company**

MERCHANDISE STORAGE DISTRIBUTION

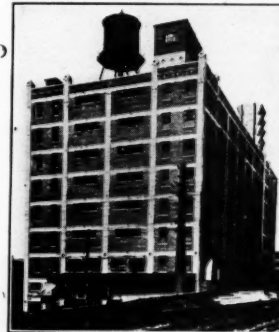
"A complete and efficient service"

PRIVATE TRUCKAGE

MOTOR TRUCK FLEET

## ERIE, PA.

**UNION STORAGE CO. of ERIE**  
FIFTEENTH AND GERMAN STS., ERIE, PA.



General Storage  
Cold Storage  
Distributing  
Space for Leasing  
Private Offices

Private Tracks on Main  
Line of New York  
Central Railroad

Insurance Rate on Con-  
tents 17 cts. per \$100.00  
per Year

Only Fireproof Ware-  
house in Erie

U. A. GAMBLE  
Secy. and Gen. Mgr.

## HARRISBURG, PA.

**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

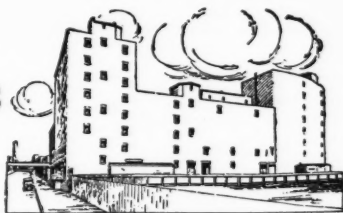
Members A.W.A. and American Chain of Warehouses



**HARRISBURG, PA.**

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings.

HARRISBURG, PA.

**LANCASTER, PA.**

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

**JOHNSTOWN, PA.**



**I. D. REPLOGLE STORAGE CO.**

438 HORNER STREET

**Household Goods and  
Merchandise Storage**

Pool Car Distribution. Private Siding B. & O. Free  
Switching for Carload Shipments When B. & O.  
Delivery Is Specified. L. C. L. Shipments  
B. & O. or P. R. R. Stations. Complete  
Warehouse Service

Members Penn. F.W.A. and N.F.W.A.

**NEW CASTLE, PA.**

S. C. MOORE, Proprietor

**Keystone Delivery Transfer & Storage**  
Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor  
trucks for light and heavy hauling and long distance moving.  
Members N. F. W. A. Members Penna. Whse. Assoc.

**OIL CITY, PA.**

**CARNAHAN**

**Transfer and Storage**

The most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and pianos. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.  
Forwarding agents. Members N. F. W. A.

**PHILADELPHIA, PA.**



**ATLAS STORAGE  
WAREHOUSE  
COMPANY**

Market and 37th Sts.

Walter E. Sweeting, President  
Chas. G. Wightman, Vice-President  
George A. Emlg, Secretary-Treasurer

Members: N.F.W.A., Pa. F.W.A., C.S. & T.A.

**LANCASTER, PA.**

**S. S. BERTZ & CO., 226 West Lemon Street**  
**STORAGE WAREHOUSE**

General Merchandise Distribution

Pool Car Shipments

**HOUSEHOLD GOODS STORAGE**

Local and Long Distance Hauling—Direct Railroad Siding—Both  
Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

**PHILADELPHIA, PA.**

HARVEY J. LUTZ

MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

**LANCASTER, PA.**

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

The Men Who Distribute

**Konstructo Toys**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PHILADELPHIA, PA.

**MILLER NORTH BROAD  
STORAGE COMPANY**

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE  
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A. and A. W. A.

## PHILADELPHIA, PA.

**Philadelphia  
LOCAL BUSINESS**

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.

Wm. Rommel, Jr., Pres. and Genl. Manager

**South Jersey Warehouse Company**  
1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street

Warehouse No. 2 West Jersey R. R. and Jackson St.

Warehouse No. 3 1300 Pine Street

General Merchandise Only

Direct Penn. R. R. Siding

Motor truck service for Philadelphia and South Jersey deliveries

Warehouse Receipts Issued

Pool Car Distribution

## PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

Don't fight shy of Advertising—  
Tackle it!—new "ads" devising.  
Keep your Business in the Light,  
Boost by day and sleep at night.  
"Pop."

## PHILADELPHIA, PA.

9 Warehouses 27 Acres of Floor Space Sea and Rail  
Trackage Facilities for 48 Cars Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. PERSONNEL—Trained to intelligently handle all merchandise.

**TERMINAL WAREHOUSE COMPANY**  
Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY  
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY  
Phone B.G. 8100

427 W. WAB ST., CHICAGO  
Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO  
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.

IN  
PITTSBURGH  
IT'S  
**BLANCK'S**  
TRANSFER & STORAGE CO.  
SINCE 1880  
MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY  
FIREPROOF WAREHOUSE  
REAL SERVICE

PITTSBURGH, PA.

Where  
Efficiency  
Is the Rule

We know how much promptness is appreciated in warehousing. Therefore, we observe promptness in executing every obligation placed upon us by our customers.

Correspondence, settlement of accounts, reports, etc., are all handled with a speed that saves time for the client.

If you want Service try HAUGH & KEENAN.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.).

Established 1889

**HAUGH & KEENAN**  
STORAGE & TRANSFER CO.  
CENTRE AND EUCLID AVENUES



PITTSBURGH, PA.

**MURDOCH**  
STORAGE & TRANSFER COMPANY  
General Office and Warehouses  
546 Neville Street, Pittsburgh, Pa.  
Branch Warehouse, Wilkinsburg, Pa.

READING, PA.

**Columbian Warehouse Company**  
Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

PITTSBURGH, PA.

Established 1904

**PENNSYLVANIA**  
Transfer & Storage Co.

MERCHANDISE  
WAREHOUSING AND  
DISTRIBUTION

Our Own Fleet of Motor Trucks for City and Suburban Deliveries

Negotiable Warehouse Receipts Issued Reasonable Rates

Stocks Carried, Records and Reports made to Out of Town Concerns

**POOL CAR DISTRIBUTORS**

Our Facilities for Receiving and Distributing Freight are unsurpassed

Office and Warehouses

Twenty-Fifth St. and A. V. R. R.  
PITTSBURGH, PA.

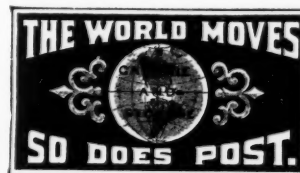
SCRANTON, PA.

Members N. F. W. A.—P. F. W. A.

**R. F. POST**

Motor Trucks

Household Goods



Merchandise Storage

Pool Car Distribution

**DRAYMAN AND STORAGE WAREHOUSE**  
Lackawanna R.R. Siding Direct

SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best" (Rotary)

**The Quackenbush Warehouse Co.**

Incorporated

Storing, Packing, Carting.

Shipping, R.R. Siding, Manufacturers' Distributors.

Correspondence Solicited

Scranton, Pa.

Members A. W. A. and A. C. W.

Storage in transit privilege accorded.

WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING COMPANY**

Merchandise Storage and Pool cars checked.

Central location and direct siding for 10 cars on L. V. and C. R. R.

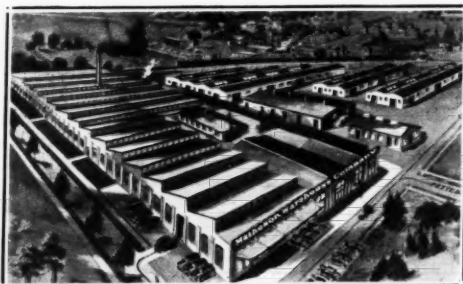
of N. J. sidings.

Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street



## WILKES-BARRE, PA.



☐ On Lehigh Valley R. R.  
☐ Private Siding, 15 Car Capacity.  
☐ Over Four Acres Floor Space.  
☐ All Ground Floor.  
☐ Member P.F.W.A.

Centrally located in populous area; 300,000 within 10 miles; 1,400,000 within 50 miles.

**Matheson Warehouse Co.**

## WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**The Williamsport Storage Co., Inc.**  
**GENERAL MERCHANDISE STORAGE**

Pool Car Distribution and Forwarding  
Prompt and Efficient Service  
Members A. W. A. and P. W. A.  
Correspondence Solicited.

## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

## PROVIDENCE, R. I.

**JONES WHSE., INC.**  
**Fireproof Storage**

Experts in Handling Household Goods  
Office, 59 Central St., Providence, R. I.  
Storage, Packing, Moving, Shipping

## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage Cotton and General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

## CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**

Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space  
Private Tracks Connecting with All Railroad and Steamship Lines  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## SPARTANBURG, S. C.

P. A. CAREY, Pres.-Treas.

**Carey Transfer & Storage Co., Inc.**  
Storage, Packing, Shipping of  
Household Goods  
and

General Merchandise—Pool Car Shipments

Distributed Correspondence Solicited.  
Members: So. W. A.

## ABERDEEN, S. D.

Where the West Was

**ABERDEEN STORAGE COMPANY**

Storage and Distribution of Merchandise and  
Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage Trucks and Teams

## SIOUX FALLS, S. D.

**STRAHON TRANSFER  
& STORAGE CO.**

General Warehousing  
Distribution Private Trackage  
Pool Cars a Specialty  
Bonded Warehouse  
35,000 sq. ft.

Motor Truck and Team Service



## CHATTANOOGA, TENN.

**THE CHATTANOOGA  
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

CHATTANOOGA, TENN.

## CHATTANOOGA

Warehouse and Cold Storage Company  
Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD  
GOODS PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

CHATTANOOGA, TENN.

## CRABTREE

TRANSFER & STORAGE COMPANY, Inc.

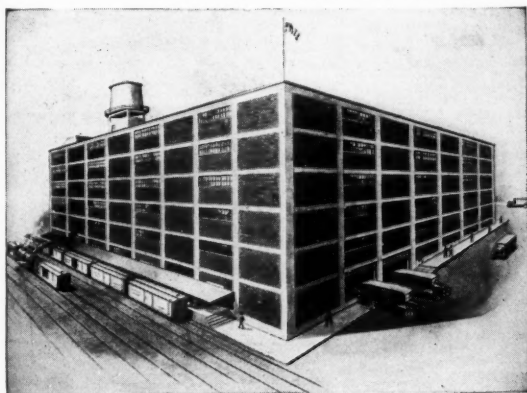
Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

KNOXVILLE, TENN.

D. R. BENEDICT, Manager



Knoxville Fireproof Storage Company  
201-211 Randolph St.

Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

135,000 square feet on  
Southern Railway tracks.  
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittances  
Pool Cars distributed. made.

MEMBERS

American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

Pres. J. H. POSTON Vice-Pres. S. M. POSTON  
Secy. and Treas. W. H. DEARING

## JOHN H. POSTON STORAGE WAREHOUSES

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots

Insurance Rate 25-100 of One Per Cent or \$2.50 Per  
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

DISTRIBUTION A SPECIALTY  
MEMPHIS, TENN.

MEMPHIS, TENN.

MEMPHIS and TRI-STATES TENNESSEE SERVICE

Distributing Point for Tennessee, Texas, Oklahoma, Mississippi,  
Louisiana, Alabama, Arkansas

Carload Lots and Pool Cars Our Specialty

67000 Square Feet Floor Space

Tennessee Terminal Warehouses, Inc.

613 to 645 So. Front St., Memphis, Tenn.

Established 1921

P. O. Box 2056

Skelton Driver, Manager

NASHVILLE, TENN.

## BOND

Merchandise  
and  
Household  
Goods  
Warehouses

Reliable Service Up-to-Date Facilities

E. M. Bond Fireproof Storage Co.

1609 Broadway

821 Ewing Ave.

Members of American Warehousemen's Association, National  
Furniture Warehousemen's Association, Southern Warehouse-  
men's Association and American Chain of Warehouses.

NASHVILLE, TENN.

## The PRICE-BASS CO.

Office: 216—10th Ave., No.

Warehouse: 194-204 Hermitage Ave.

Over 100,000 Sq. Ft. on Tennessee Central Railway  
Tracks.

Equipped with Automatic Sprinkler.

Lowest Insurance Rate on General Storage in Nash-  
ville.

Free Switching.

Distribution of Warehouse Stock and Pool Cars.

MEMPHIS, TENN.

## Patterson Transfer Company

Established 1856. Sprinkler System.

Lowest Insurance Rate in the City.

Merchandise Storage and Distribution.

Pool Cars Distributed.

BEAUMONT, TEXAS

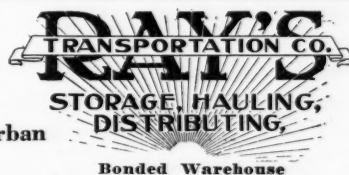
Private Sidings.

Lowest

Insurance Rates.

Local and Interurban

Truck Service.



## EL PASO, TEXAS

**R. L. Daniel Storage Co.**

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

## FORT WORTH, TEXAS

**In Fort Worth  
It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth



Associated with Distribution Service, Inc.

## GALVESTON, TEXAS

**Universal Terminal Warehouse Company**

Fire-proof storage—Sprinklered Warehouses

Galveston, Texas

Houston, Texas

New York Office:  
40 Rector Street

## GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF  
WAREHOUSES**

Pool Car Distributors

Forwarders

## HARLINGEN, TEXAS

**JONES TRANSFER & STORAGE CO.**

Harlingen, Texas

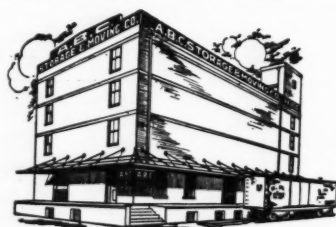
Serves the Entire Rio Grande Valley

PROMPT

CAREFUL

DISTRIBUTING  
STORING  
MOVING  
CRATING  
SHIPPING  
RESPONSIBLE

## HOUSTON, TEXAS

**A·B·C. STORAGE AND  
MOVING CO., Inc.**

"It's Fireproof"

Houston, Texas

Right in the  
Center  
of Houston

Ideal for the  
DISTRIBUTION  
of  
MERCHANDISE  
and  
HOUSEHOLD  
GOODS

Edw. T. Keough, Gen. Mgr.

## HOUSTON, TEXAS

**ONE OF SOUTHWEST'S LARGEST MODERN  
FIREPROOF BONDED WAREHOUSES**

Facilities for handling all kinds of Merchandise with accuracy and promptness.

**NATIONAL Warehouse and  
Distributing Co.**

KOPPEL AND WASCHER, Propr's  
P. O. Box 1754 Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

## HOUSTON, TEXAS

**Universal Terminal Warehouse Company**

Fireproof storage—Sprinklered Warehouses

Houston, Texas

Galveston, Texas

New York Office: 40 Rector Street

## HOUSTON, TEXAS

IN HOUSTON

**WESTHEIMERS  
Inc.**

Forty-two Years of Honest Service

SERVICE

EXTENDED TO EVERY BRANCH OF  
THE INDUSTRY

Benj. S. Hurwitz  
President

Members  
A. W. A., N. F. W. A.

Distribution Service, Inc.

## SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER CO.**

Bankers of Merchandise

Warehousing and Distribution

Merchandise—Household Goods—New Furniture

Branch House Facilities—Bonded

Private Sidings—Mo. Pac. &amp; Sou. Pac. Railways

## SAN ANTONIO, TEXAS

**MUEGGE-JENULL WAREHOUSE CO.**

Distributing Storage Forwarding

Give us a chance to demonstrate our service.

Reference Any Bank in San Antonio.

Bonded, Fireproof, Reliable, Dependable Service.

The Men Who Distribute

**Cudahy Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index





## PETERSBURG, VA.

**Southern Bonded Warehouse Corp.**Merchandise and Household Goods  
**DISTRIBUTION—STORAGE—TRANSFER**

A. C. L. PRIVATE SIDING

Members: A. W. A.—N. F. W. A.—A. C. W.

## RICHMOND, VA.

E. M. Hoadly  
Pres.P. F. Shelton  
Sec. & Treas.J. A. Kay  
Vice Pres.**Virginia Bonded Warehouse Corporation**

Office: 1707-1709 East Cary St.

**Distribution and Forwarding  
of General Merchandise****175,000 Square Feet of Dry Floor Space**Located on Southern R. R. siding  
with all railroad connections into  
Richmond.**Sidings**

Cary St.—6 Cars

Dock St.—7 Cars

The largest and most complete  
mill constructed and sprinkled  
Warehouses in the South pre-  
eminently fit us to render to man-  
ufacturers all kinds of warehouse  
service.**Specialty—Pool Cars****Insurance rate 25c per \$100 per year**

Member

*American Warehousemen's Association*

## SEATTLE, WASH.

**EYRES STORAGE and  
DISTRIBUTING CO.**

Established 1889

Incorporated 1904

Free &amp; Bonded

**Warehouses**

Seattle, Wash.

GENERAL MERCHANDISE STORAGE

MACHINERY STORAGE

HOUSEHOLD GOODS STORAGE

POOL CAR DISTRIBUTIONS

OPERATING 18 TEAMS, 42 AUTOS

SERVICE OUR MOTTO

## SEATTLE, WASH.

**GLOBE TRANSFER & STORAGE  
COMPANY**

Incorporated 1909

**CONCRETE FIREPROOF WAREHOUSE**

Lowest Insurance Rate

Trackage—Six Unloading Doors

440-450 Holgate Street

SEATTLE

WASHINGTON

## SEATTLE, WASH.

**UNITED WAREHOUSE CO.  
SEATTLE, WASH.**U. S. Customs Bonded and General Storage  
Distribution a Specialty

## TACOMA, WASH.

615 South Tacoma Ave., Tacoma, Wash.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## OLYMPIA, WASH.

**CAPITAL CITY TRANSFER CO.**

508 Columbia Street

Moving—Crating—Shipping

Fire-Proof Storage

Pool Cars Handled

Olympia

Washington

## SEATTLE, WASH.

12th &amp; Madison Sts., Seattle, Wash.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Tacoma, Wash.  
Portland, Ore.  
Vancouver, B. C.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business  
CORNER PACIFIC AVE. AND 19th.

## SEATTLE, WASH.

**Central Van and Storage Co.**

Seattle, Wash.

Moving

Packing Shipping

Fireproof Storage

Private or Open



COPYRIGHT 1925, CENTRAL VAN AND STORAGE COMPANY

The Men Who Distribute  
**United Drug Products**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**TACOMA, WASH.**

# Pacific

**Storage & Transfer Co.**

*Warehousemen  
Merchandise and Furniture  
Distributors and Forwarders*



**SERVICE**  
Speed—Accuracy—  
Satisfaction

Ship Your Pool Cars in Our Care



**LA CROSSE, WIS.**

## La Crosse Terminal Warehouse Company

**Storage and Forwarding  
Household Goods and Merchandise  
Trackage Connection with All Railroads**

A Warehouse modern equipped in every respect rendering  
service of the better kind—always up-to-the-minute.

Phone 492 La Crosse, Wis.

M. A. Smith, Mgr.

**HUNTINGTON, WEST VA.**

## INDEPENDENT TRANS. & STORAGE CO.

215—9th Street

Distributors of Merchandise, Pool Cars, Etc.

Equipped for Handling Heavy Machinery of All Kinds  
Household Goods Packed and Shipped

**MILWAUKEE, WIS.**

## LINCOLN FIREPROOF WAREHOUSE CO.

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.  
City and Interurban Delivery of Mdse. and Household  
Goods. We remit upon receipt of bill of lading.

**HUNTINGTON, W. VA.**

## Would You

be interested in an employee that you only paid a  
small wage when actual work was performed?

One who would give your product personal atten-  
tion and who has every facility to get your product  
to your customers quick.

*Then write, wire or phone*

**MAIER SALES AND STORAGE CO.**

1639-41-43-45 Seventh Ave.

Huntington

West Virginia

**HUNTINGTON, W. VA.**

**When You Ship to Huntington  
Ship to PRINDLE**

Two modern warehouses with private sidings on the B. & O. and  
C. & O.

Dist. Mdse. and Hbg. pool cars. City and interurban delivery  
of Mdse. and Hbg. Prindle Service is worth while—try it.

**M. B. PRINDLE & CO.**  
911 Second Ave.

**WHEELING, W. VA.**

*Established 1891*

## J. E. MILLER TRANSFER & STORAGE CO. 6-12 TWELFTH ST.

**SERVING**  
Elm Grove  
Benwood  
Moundsville  
Warwood  
Bridgeport  
Martin's Ferry  
Bellaire



**Packing  
Storage  
Heavy  
Hauling**

**MILWAUKEE, WIS.**

## For the Greatest Satisfaction

To both yourselves and your customers  
consign your Milwaukee shipments to

## United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.



*Members of National Furniture Warehousemen's Association  
Canadian Storage & Transfermen's Association*

**OSHKOSH, WIS.**

## OSHKOSH STORAGE COMPANY

**Packing, Storage, Shipping  
Private Switch—No Switching Charges**

Oshkosh is the metropolis of the Fox River Valley and the best  
distributing point in Wisconsin.  
Pool Cars distributed. 701 South Main Street.

Members: American Warehousemen's Association  
Nat'l Furniture Warehousemen's Association



## VANCOUVER, B. C., CAN.

The Bekins Bldg., Vancouver, B. C.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Seattle, Wash.  
Tacoma, Wash.  
Portland, Ore.  
Sioux City, Iowa  
Omaha, Nebr.  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.

## WINNIPEG, CAN.

INSURANCE 30 CENTS

**Boulton's**  
**STORAGE**

230 PRINCESS ST. WINNIPEG

## HAMILTON, ONT., CAN.

*We make it our business*To give each and every shipment immediate,  
careful, minute, concentrated attention.**Fireproof Bonded Warehouses****Real Distribution Service***"The House of Protection"***HILL THE MOVER WAREHOUSES**

19-23 Vine St.

Hamilton, Canada

## TORONTO, CAN.

**DRISCOLL'S**  
**Transportation**  
**and Storage***Speed—Economy—Convenience***Driscoll's Cartage**  
2068 Dundas St., West

## MONTREAL, CANADA

**Montreal Has a REAL**  
**Warehouse for H. H. G. Storage**

No. 1

**"JE GARDE!"**  
(I SAFE & GUARD)*"The Firm*  
*with*  
*the Guarantee"*This great warehouse is *modern*  
from the building down to the  
smallest piece of equipment.Coupled with these facilities is  
real service and the skillful hand-  
ling that comes only from long ex-  
perience.Send for our booklet "25 Years of  
Constant Progress." It will give  
you a good idea of what we offer.**J. B. Baillargeon**  
**Express, Ltd.**

Ontario Street, East, Montreal, Can.

## TORONTO, ONT., CAN.

**Store with "City Storage"**Our 25 years' experience in the transfer of  
household goods has given us an enviable posi-  
tion in this field of service.Special attention given POOL CAR shipments  
and storage.**CITY STORAGE, Limited**

253 College St.

N. F. W. A.

## MONTREAL, CANADA

**THE TERMINAL**  
**WAREHOUSING CO., Limited****MONTREAL, CANADA**Largest Distributors in the Dominion. Pooled Cars Consoli-  
dated and Distributed. Sidings (C. N. R.) in Connection  
with All Our Warehouses. Customs and Excise Bonds.  
Fireproof and Frostproof Buildings. Members A. W. A.

A subscriber wrote to one of our publications a little while ago.

He started in business from reading the publication and he still regards it as his principal source of practical knowledge and inspiration.

With this particular subscriber the publication he uses is his authority, just as he, the subscriber, is the authority for his customers.

The publication influenced him and in turn he influences his customers.

Influence always flows from those who know to those who do not know—not the other way about.

Reaching the warehouse industry through its industrial publication is reaching the user through his authority.

## Distribution & Warehousing

249 West 39th Street  
New York, N. Y.

## Earn More During 1926

- by using Electric Trucks on your short hauls on city routes.
- by using Walkers, the high quality dependable electrics.
- by standardizing on the product of an experienced, sincere and financially sound organization.

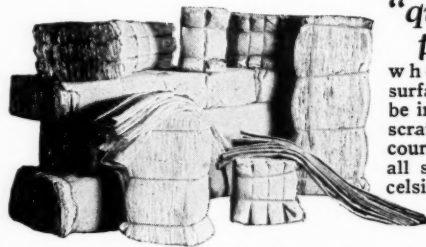
To increase your earnings three ways, write us—without obligation—about your trucking.

**Walker Vehicle Company, Chicago**

Leading Manufacturer of Electric Street Trucks

## Try Wood Wool Pads on

**"quality" packing-**



when polished surfaces must be immune from scratches. Of course, we make all sizes of Excelsior Pads, too.

Packing  
Pad  
Head-  
quarters

**H. W. Selle & Co.**

1000-1020 N. Halsted St., Chicago

Twelve  
Branches

# CLASSIFIED ADVERTISING

## MR. WAREHOUSEMAN—

**WHAT HAVE YOU THAT YOU WANT TO SELL  
AND WHAT IS IT YOU WANT TO BUY**

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything and everything, that can be sold to or bought from other warehousemen and manufacturers that use this publication.

## INFORMATION

**Six cents a word** is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

**Ten per cent discount** if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

**Add five words** for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelope, at no extra charge.

**Refund will be made** if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

**Telephone orders** must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

**When replying** to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

**Displayed advertisements** are sold by the inch. Rates will be furnished upon application.

**The right is reserved** to refuse any advertisement and also to re-write and edit copy furnished whenever the publishers consider it advisable to do this.

Classified Department, Distribution and Warehousing Publications, Inc., 249 W. 39th St., New York.

## Zering Warehouse Trucks

Move Larger Loads and  
Quicker

One house uses 500. Send for Bulletin T and learn how they save.



Roller  
Bearing  
Wheels

Rail  
Bearing  
Casters

**THE H. ZERING MFG. CO.**  
B. & O. & South, Cincinnati, Ohio

## Lifters, Pilers, and Racks

Ask About

**THE TELESCOPE**

**ECONOMY ENGINEERING CO.**  
2679 W. Van Buren St.  
Chicago, Ill.



## Stevenson Cold Storage Door Company

CHESTER, PENNA.

**Doors that cannot stand open  
and other kinds that can**



**Reynolds  
Trucks  
Lansing-Co.  
Lansing  
Mich.**

**TO RENT**—32,000 sq. ft. at 58-60 Greenwich St., New York City, in financial district convenient to all shipping points. Building Warehouse 52 by 100, 5 stores and basement, heavy construction, can be used for other purposes. Apply A Sahadi, 61 Washington Street.

## Warehouse Manager Executive Available

**MAN** with many years experience in the Storage Warehouse Business as General Manager of Furniture Storage, Merchandise Storage, Garage Storage, Moving, Packing, Shipping, and Furniture Sales is open for overtures. A college trained man in Railroad Traffic and a Public Accountant by Profession. At present conducting his Auction Sales personally. A conservative business man whose work and honesty has brought him to the fore in every organization. This man has many other valuable qualifications which fit him for this calling of responsibility. Address Box M-335, Distribution & Warehousing.

Free

60-page  
Reference  
Book

POLK'S  
DIRECT MAIL  
ADVERTISERS

Mailing  
List  
Catalog  
No. 55

GET BUSINESS BY MAIL

60 pages of vital business facts and figures. Who, where and how many your prospects are. 8,000 lines of business covered. Compiled by the Largest Directory Publishers in the world, thru information obtained by actual door-to-door canvassing. Write for your FREE copy.

R. L. POLK & CO., Detroit, Mich.  
694 POLK DIRECTORY BLDG

## DO YOU WANT TO SELL YOUR BUSINESS DO YOU WANT TO BUY A BUSINESS?

Every issue of this paper contains Business Opportunity ads that are real honest-to-goodness opportunities.

## "IRON HORSE" BRAND Furniture Van Pads

*Foremost in Quality, Workmanship  
and Strength*



TRADE MARK REG. U. S. PAT. OFFICE

**KNOWN AS  
THE BEST**

**A. L. Reach Textile Co., Inc.**

Main Office and Sales Room  
222-224 East 42nd Street  
New York, N. Y.



## BREEN PATENT PIANO DERRICK

for hoisting and lowering  
Pianos. Indispensable to Piano  
Movers. Adjustable to all  
windows and conditions.

I sell this derrick including  
heavy duck piano cover, lifting  
harness, iron bars with set of  
blocks and 300 feet of  $\frac{3}{4}$  inch  
Plymouth rope--All for \$115.  
F.O.B. Boston.

**WM. H. BREEN**

219-231 Rutherford Ave.  
Charlestown, Mass.



### The BRADLEY

**The Latest and Best Circular  
Stencil Cutting Machine  
Ever Produced**

Four models, to cut  $\frac{1}{2}$ ",  $\frac{3}{4}$ ",  
 $1\frac{1}{4}$ " and  $1\frac{1}{2}$ " Letters. See last  
month's issue for illustration of  
Horizontal Machine.

**Drop Forged Steel Punches  
All Parts Interchangeable.  
Machines Sent on Trial**

Write for prices on Stencil Machines  
and on Stencil Paper, Pots and Ink.  
The Bradley Ball Marking Pot is the  
Best. Our Oil Board and Inks are  
unexcelled.

**A. J. BRADLEY MFG. CO.**  
101 BEEKMAN ST. NEW YORK



## You Buy More Than Protection

Pioneer Excelsior Packing Pads are an eco-  
nomical investment in good will. Properly  
used, they afford a maximum amount of pro-  
tection for your products during shipment.

Pioneer Pads are made of the finest grade of  
excelsior from choice, properly seasoned woods,  
and covered with a high quality of kraft  
paper. The pad is absolutely uniform, evenly  
meshed and fully resilient over every square  
inch.

Send for a variety of samples.

**Excelsior Wrapper Co.**

Established 1888

**GRAND RAPIDS, MICH.**

Sheboygan, Wis. 224 W. Kinzie St., Chicago



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# FURNITURE PADS

Strongly sewed with cross stitch.  
Evenly padded. Immediate shipment.  
TARPAULINS—BURLAP—BAGS

**FULTON BAG & COTTON MILLS, Inc.**

330 WYTHE AVE. Estab. 1870 BROOKLYN, N. Y.  
Atlanta Dallas St. Louis New Orleans Minneapolis

## BIG 4 TRANSFER CO., Inc.

**Long Distance Moving  
Exclusively**

*Representatives Everywhere*

A Firm—long identified with Soap—

*Half Profits* placed to Advertising Dope.

The Question is: "Well, did they find it Pay?"

And Echo answers, "On the Top"—today!

"Pop."

**Baled Excelsior  
Excelsior Packing Pads  
Wood Wool**

**DU PRE**

*Manufacturing Co.*  
Atlanta, Ga.



## "PLAY SAFE" USE "PROTECTO" PADS



*Made of Extra Heavy Drill Denim,  
Layer Cotton Filled*

Note: "PROTECTO" Pads  
New Stitching Adds to  
Strength and Durability.

### SPECIAL PRICES

No. 12—Cut size of cloth 72x80.....\$30.00 per doz.  
No. 14—Cut size of cloth 54x72..... 23.50 per doz.  
No. 16—Cut size of cloth 36x72..... 17.00 per doz.  
Phonograph Covers ..... 5.00 Each  
Canvas Piano Covers..... 12.00 Each

Orders taken for immediate or as late as May 1st Delivery.

Write or wire your order.

**CHICAGO QUILT MANUFACTURING CO.**  
1355-57 Roosevelt Road Chicago, Ill.

## Royal Pads WEAR



ROYAL furniture  
wagon pads are  
covered with strong  
durable khaki dou-  
ble boxed stitched,  
top resistant cotton  
filling from lumping.



### SPECIAL PRICES

No. 200	Cut Size 36 x 72	Per. doz.
No. 300	Cut Size 54 x 72	\$17.50
No. 400	Cut Size 72 x 80	24.50
		31.50

PROMPT DELIVERY—WIRE TODAY

**Royal Bedding Company**  
1010-1012 North Tenth Street  
St. Louis, Mo.

## COMPLETE SERVICE IN WAREHOUSE CONSTRUCTION

Comprising investigation work, prelimi-  
nary advice, architectural and engineering  
services, and advice on financing problems.

**VAN RENSSELAER H. GREENE**

*Warehouse Architect*

35 WARREN STREET NEW YORK CITY

*Twenty Hand Trucks in One—*

## The Heerlein Adjustable Hand Truck

This truck will save time and money in any  
warehouse because the adjustable feature  
makes a battery of trucks unnecessary. It can  
be adjusted to fit the load. Don't risk handling  
difficult trucking jobs with an ordinary truck.

Built to last under the hardest service you  
can give it. The price is only \$39.75, and it's  
well worth the money.

**The Heerlein Adjustable Hand Truck Co.**  
92 Washington Ave., Long Island City, N. Y.



## VULCAN "ALL-STEEL" FIRE DOORS

Universally Used  
in All Modern  
Fireproof  
Warehouses

Approved by  
Underwriters

Details and Prices  
on Request.

**VULCAN RAIL & CONSTRUCTION CO.**  
Grand St. and Garrison Ave., Maspeth, N. Y.



## ALLOVA

### WORK SUITS

#### Advertise Your Business

One-Piece "Allova" work suits, made in  
attractive colors and lettered with the in-  
dividual name or trademark of the wearer,  
are a big hit with warehouse and transfer  
men everywhere.

Equip your men at these wholesale prices:  
3 suits .....\$3.25 each  
12 suits ..... 3.00 each  
25 suits ..... 2.98 each  
50 suits ..... 2.75 each  
Sizes 46, 48 and 50 are ten per cent in  
addition.

Know the real value of "ALLOVA"  
Work Suits. Send in a trial order today.  
State sizes wanted and enclose your firm  
name or trademark. Money back if not  
satisfied.

**MOTOR SUIT MFG. CO.**  
Department 53  
327 South Market St., Chicago, Ill.  
707 Central St., Kansas City, Mo.

# ANNOUNCING!



New York Salesroom, 353 Canal Street

## PROTECTION and SATISFACTION GUARANTEED

PADS are constructed of resilient batting.

Covered with Heavy Olive Drab Drill.

Stitched thru and thru in twenty parallel rows spaced 3 1/2" between rows.

Pads are bound on all four sides.

Six Inch square sample and Price List mailed on request.

\* \* \*

SEE FOR YOURSELF

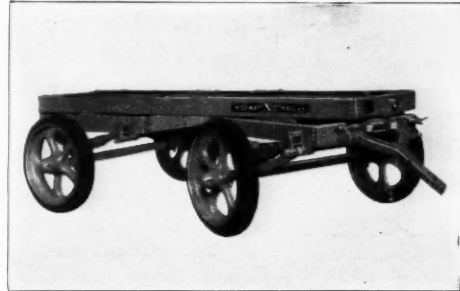
## HIGHWAY FOUR-WHEEL TRAILER

MODEL XC-209  
4-TON CAPACITY

**\$750**

F. O. B. FACTORY

Saves the Price of a 5-Ton Truck  
REDUCES HAULING COST 50%



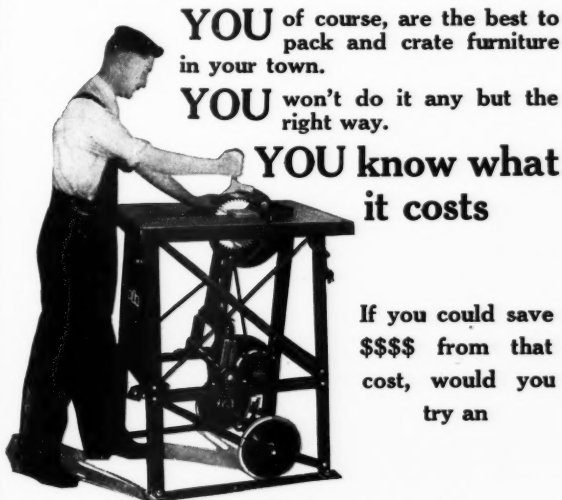
MODEL XC-206  
6-TON CAPACITY

**\$1050**

F. O. B. FACTORY

Write for Literature and Detailed Specifications

HIGHWAY TRAILER CO.  
EDGERTON, WIS.



**YOU** of course, are the best to  
pack and crate furniture  
in your town.

**YOU** won't do it any but the  
right way.

**YOU** know what  
it costs

If you could save  
\$\$\$\$ from that  
cost, would you  
try an

## ONAN "SAFTY SAW"

Cuts crating faster; saves lumber; adds to your profits.  
LIGHT, SAFE, PORTABLE, INEXPENSIVE, COMPLETE  
SAW FOR YOUR WAREHOUSE.

Try it! It will cost you nothing. Write today for trial offer.

Manufactured by

**D. W. ONAN & SONS**

60 Royalston Avenue MINNEAPOLIS, MINN.

## "Star" Brand Wagon Pads "Stand Up"



Extra heavy denim that loses no softness by its weight. Thick, soft cotton filling. Stitched in squares that make each square a cushion in itself. The wonderful durability and satisfaction of "Star" Brand Pads has given them a nation-wide reputation and created an equally wide demand. Found from coast to coast on the best vans.

No.	Cut Size of Cloth	Per Doz.
24	6 ft. x 6 ft. 8 in.	\$29.50
26	6 ft. x 6 ft.	27.50
28	4 ft. 6 in. x 6 ft.	22.50
30	3 ft. x 6 ft.	16.50
Phonograph Covers, Each		4.50

**STAR QUILT MFG. CO.**

1851-55 W. Roosevelt Rd.

Chicago, Ill.

## Absolute Protection from Moths

Take no risks—wrap carpets, rugs, draperies, etc., with **WHITE TAR Paper**. Forty inches wide, in rolls of from 50 to 1000 yards.

Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.



**The White Tar  
Company of  
New Jersey, Inc.**  
56 Vesey St., New York City

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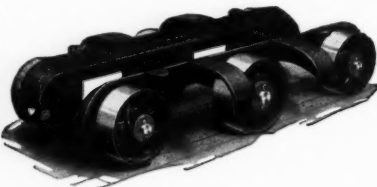
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## MARION Dolly Trucks Move Your Stock Easily

You can move the heaviest rolls easily, safely and quickly! Marion Dolly Trucks cost no more than ordinary Dollies, but embody many new and exclusive advantages. Built low and with sloping skids; easy to load and unload; frame curved to hold rolls of paper and barrels firmly in place. Will turn in their own length; will handle up to 2½ tons right along. Simple and light enough to be carried anywhere needed, yet durable and practically indestructible. Made of steel and Marion certified malleable.

Marion Dollies "stay put" while being loaded; won't crawl away from you. Heavy rolls can be loaded or unloaded without jarring, tearing or bursting.



Your savings in stock and manpower will make it cheaper for you to own Marion Dollies than to try to skimp along without them. Write today for complete information, prices and special 10-day trial offer No. 99.

**MARION TOOL WORKS, INC.**  
Marion, Indiana

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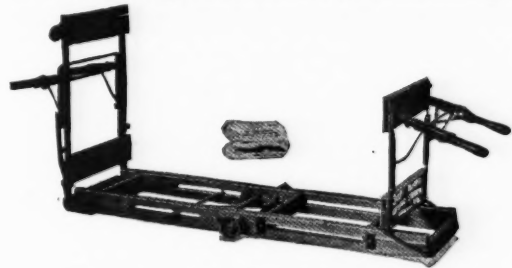
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## HOW DO YOU MOVE PIANOS IS YOUR EQUIPMENT COMPLETE ?



### Truck with Straps, \$39.00

The New Buckeye Sill Piano Truck is designed for stair and general handling of grand and upright pianos.

The center wheel construction allows the truck to balance and turn without the usual lifting of the Truck and the scraping and marring of the floors.

No lifting is required to place the truck on the center wheels, just push down the bail, or lifting lever.

Hard wood sills, well bolted together forming a truss, make the platform of the truck sufficiently stiff and rigid to stand the heavy duty that these Trucks are subject to.

Also City Skid Trucks, eight styles of End Trucks, Piano Hoists, Covers, and Special Straps. Ask for circular.

Manufactured by

**SELF-LIFTING PIANO TRUCK CO.**  
FINDLAY, OHIO



## Moth Paradise

Why invite moths to feast in your warehouse?

Dirty rugs are pleasing delicacies—to moths.

Safe guard your customers' property by cleaning all the rugs and carpets you store.

Your customers will be glad to pay for this service. A profitable side line can easily be built by a little advertising.

Write now, for complete information on this money making department.

**United Vacuum Appliance Corp.**

Connersville Dept. I 4 Indiana



# MAISH- LOADING PADS

—the Choice of Transfer and Moving Men—everywhere!



Maish Loading Pads meet every requirement of special uses—and at a considerable saving. Every genuine MAISH Pad bears the famous MAISH Label—the mark of highest quality in Comforts and Pads.

Maximum protection under hardest service is assured by Maish Loading Pads. Strongly made of a one-piece layer of natural cotton, covered with sturdy, dark brown drill, and lock-stitched with heavy carpet thread. Practical tests have proven MAISH value.

## Three Standard Sizes Carried in Stock for Immediate Delivery

- No. 10 (Cut size of cloth, 36 x 72)  
(Approximate finished size, 36 x 66)
- No. 20 (Cut size of cloth, 54 x 72)  
(Approximate finished size, 54 x 66)
- No. 30 (Cut size of cloth, 72 x 80)  
(Approximate finished size, 66 x 80)

Packed in Corrugated Cartons—  
Shipping Units, One dozen of a size

Write for prices today!

## The Chas. A. Maish Company

Pad Manufacturers, Since 1878

1125-1127 Bank Street

Cincinnati, Ohio

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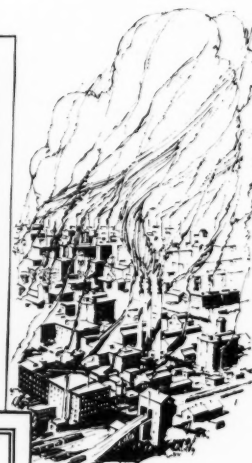
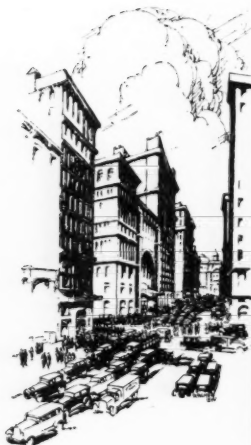
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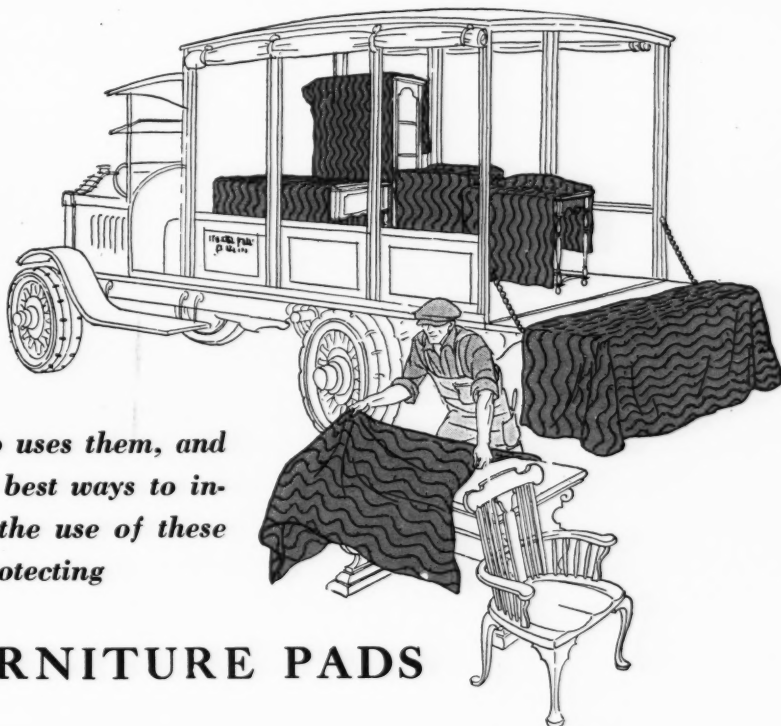
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